



THE TIMES Tomorrow

Spectrum's special election series continues with an examination by Ian Bradley and George Brock of the people charged with projecting the personality of David Steel, the man most likely to win voters over to the SDP. Liberal Alliance. Jack Bruce-Gardyne, the retiring Conservative MP for Knutsford, joins *The Times* team of election commentators. The Wednesday Page brings a personal account of presenting up a family in which races are mixed through adoption.

Wall St prices plummet

Stock prices plunged in New York, where the Dow Jones Industrial average was down 20 points to 1,198 in early trading. The fall was a reaction to the \$4.2bn rise in US money supply M1. Page 23



An Englishman, Peter de Savary, is spending millions of pounds in an effort to win the America's Cup from the United States. *Victory* (above) has been surpassed by a new yacht *Victory 83*.

Soldiers jailed

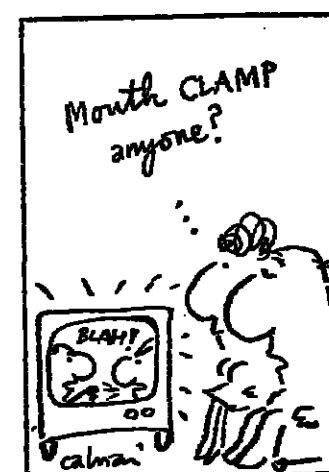
Two members of the Parachute Regiment were jailed for the rape of a girl aged 15 and four others were jailed for indecent assault in what the judge called "this disgusting case". Page 2

£1,000m boost

A forecast of a £1,000m boost from Britain's invisible export earners and continued record consumer spending have given fresh evidence of an economic recovery. Page 23

Geneva key

Britain has become a vital factor in discussions on nuclear disarmament which resume in Geneva today. A change of government would force Nato to review missile deployment here. Page 6



Leicester up

Leicester are promoted to the first division because Saturday's abandoned Derby-Fulham match, will not be replayed, and Foster of Brighton will miss the FA Cup final through suspension. Page 26

Leader page, 13
Letters on Solzhenitsyn, from Mr G. D. Martin, and others; lie-detectors, from Professor D. W. Elliott; rates, from Mr J. Raven.
Leading articles: Labour Party manifesto; Resumption of Geneva arms negotiations. Features, pages 10-12
Nicholas Bethell takes a world view of human rights: Will the Israel-Lebanon agreement last? John Pardo on the election swings. Spectrum: The heads behind Foot. Fashion: Suzy Menkes in search of fun. Obituary, page 14
Professor F. H. Lawson, James Van Der Zee
Computer Horizons, pages 18-21
The man who has been chosen to lead Britain's first coordinated information technology research and development programme; looking at the way the EEC is planning its own programme that should substantially benefit Britain.

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Labour target is 2.5m extra jobs in five years

● Labour aims in its manifesto to find 2,500,000 extra jobs and spend its way out of recession (Text, page 5)
● Tomorrow's Conservative Party manifesto will promise trade unionists new 'rights' on choosing their leaders and on paying the political levy
● Foot and Healey, the choice between the left and right: Frank Johnson (Back page)

● Mrs Margaret Thatcher attacked the Labour manifesto as "extreme" and said Labour's policy was one of coercion
● Mr Roy Jenkins rejected a charge that the Alliance was "Labour bashing" and taking a soft line with the Conservatives (Page 4)
● The Conservative campaign guide offers candidates little help on what to say about the promised rates reform (Page 4)

By Anthony Bevins, Political Correspondent

Mr Michael Foot, Mr Denis Healey and Mr Peter Shore yesterday pledged that a Labour government would spend its way out of the recession, with the target of finding an extra 2,500,000 jobs in the lifetime of a five-year Parliament.

The Labour leader yesterday launched the party's election manifesto, with the first press conference of his campaign, saying that the country could not afford the continuation of mass unemployment.

In a revised foreword to *The New Hope for Britain*, essentially the same campaign document which was published at the end of March, Mr Foot said: "Mass unemployment is the main reason why we are wasting our precious North Sea oil riches. Since 1979 Mrs Thatcher's government has had the benefit of £20bn in tax revenues from the North Sea."

"It has all been swallowed by the huge, mounting costs of mass unemployment. And the

oil won't last forever, although, according to Mrs Thatcher's economics, the unemployment will."

Mr Foot cited the shadow Chancellor, Mr Shore's £11bn expansion budget and the party's emergency programme of action, the priorities for government, saying that no opposition party had ever before costed or stated its

intentions so clearly and so comprehensively. It was a programme which commanded the support of the trade union movement - "we do not disguise the necessity for that," Mr Foot said, "indeed, we glory in it" - but he categorically evaded a press conference question about the existence of an incomes policy.

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A Labour government would finance recovery from the billions of pounds of oil revenue, which were being poured down the drain, the £17,000m being wasted on the dole queues, and the cash being invested overseas.

Mr Foot then added: "Yes, and some of it will be borrowed. Mrs Thatcher's dirty word. But borrowing in that sense is what every intelligent government since the war in Britain has done - including even Conservative governments."

Mr Healey, the deputy leader, admitted that Labour's job-creation target was a tall order. The Conservatives had said it was impossible, but he added: "They have turned defeatism into a fine art."

Mr Shore told the press conference, held at Transport House, the former party headquarters, that Labour's immediate plans would entail an additional borrowing requirement of £6bn, which compared with Conservative borrowing of £40 over the last four years.

But the body of the manifesto contained just one deletion

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Hopes high: Mr Michael Foot, leader of the Labour Party, launching its election manifesto in London yesterday.

Israel and Lebanon vote for troop pact

From Christopher Walker, Jerusalem

The way to the signing of the pact on the withdrawal of Israeli troops from Lebanon was finally cleared yesterday after more than four months of painfully slow negotiation when both the Israeli and Lebanese parliaments voted separately in favour of it.

The Israeli vote was 57 for, six against and 45 abstentions, while support among the deputies in the Lebanese legislature was unanimous. Three resolutions submitted to Parliament in Jerusalem as an alternative were defeated.

The first of today's signing ceremonies will take place amid tight security in the battered Lebanese seaside resort of Khalde, scene of some of last summer's heaviest shelling. The delegates and accompanying press party will then be flown south in helicopters to the Israeli border town of Kiryat Shmona for a reciprocal ceremony.

Although the Israeli Government is only too aware that Syria's effective veto may well prevent any of the agreement's clauses ever being put into effect, senior officials appeared determined to treat the formal signing as a milestone.

Opposition to the agreement in the Knesset came from the extreme left and right in the

form of the Israeli Communist Party and Tachia, the ultra-nationalist group which is the latest recruit to the Begin coalition. The main opposition

rather than vote against despite bitter criticism made of the terms of the agreement by many of its members.

During the two-day debate, the terms of the agreement came in for scathing criticism from both left and right. But yesterday Mr Moshe Arens, the Defence Minister, spoke optimistically about its potential when he told Parliament: "Lebanon may yet serve as a bridge for Israel to the Arab world."

He repeatedly referred to the American-negotiated pact as "a political agreement." He also argued strongly that even if Syria did not agree to pull out its troops - as most Israeli ministers now fear - Israel was better off by signing the agreement than by not doing so.

● BEIRUT: The Lebanese Parliament yesterday expressed its unanimous support for the withdrawal agreement giving the Government the go-ahead to sign the pact although it did not endorse the accord. Katharine Dourian writes.

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Scargill walks out of conference

By Barrie Clement

British miners' leaders walked out of an international conference yesterday in protest at moves to prevent a new East-West international union federation.

The National Union of Mineworkers is seeking a political re-orientation which would replace the present Western-dominated Miners' International Federation with a new grouping bringing in Communist countries.

But other European miners' unions anxious about the move blocked an NUM initiative which would have effectively disbanded the MIF.

Mr Arthur Scargill, president of the NUM, who led the walk-out in Essen, Germany, said the British delegation had been prevented from voting or speaking at the federation's 44th congress.

This meant that a resolution submitted by the NUM calling for the creation of a universal international miners' organization could not be there or debated.

"It is obvious to us that there are forces at work against true internationalism. We deplore and condemn the tactics of those who seek to pervert the cold war."

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Food riot farmers provoke Walker

From Ian Murray

Mr Peter Walker, the British Minister of Agriculture, gave a warning here last night that the Government would consider banning all French agricultural imports into Britain if the French Government did not stop its farmers from disrupting agricultural imports into France.

Mr Walker was commenting on reports that French farmers had been disrupting imports of produce all round the country, including a consignment of sheep meat being landed at Cherbourg.

He said that he and his colleagues at the agricultural price-fixing meeting in Brussels had all impressed on M Michel Rocard, the French Minister, that the action of the French farmers was weakening his country's negotiating position.

It was the duty of France, Mr Walker said, to ensure that the proper protection was available for all goods being imported into France, and for the people involved in the trade.

The British minister was on his guard yesterday against any attempt by EEC ministers to agree increases for Europe's eight million farmers above the 4.2 per cent average that has been proposed.

According to the Commission that increase would cost the community about £600m and there is just no more money available.

When ministers met yesterday for their third marathon session this year to try to settle the issue, the main outstanding problem remained that of finding a way to satisfy an Italian claim for interest rate subsidies for its farmers.

● PARIS: Farmers throughout France stepped up their protests yesterday against the EEC system of monetary compensation, blocking customs posts along the borders with Belgium, Luxembourg, northern Germany and Spain, and seizing lorries carrying foreign agricultural produce, Diana Geddes writes.

In the Moselle area, near Metz, farmers said they planned to distribute free to hospitals and the local population the tons of Dutch pork and chicken, Italian cheeses and wine, Argentine beef and New Zealand lamb unloaded from lorries near the German border.

A lorry carrying 15 tons of British mutton was seized near Cherbourg, its contents unloaded and covered with fuel oil. Another lorry carrying British beef and mutton was seized near Carantun, south of Cherbourg, where farmers erected road blocks throughout the day.

In the south-west, near Montpellier, strawberries, peaches, watermelons and tons of other fruit and vegetables from Spain were dumped by the roadside.

Tebbit tones down union reforms

By Paul Routledge

Rise in heroin smuggling caused by Civil Service cuts, union leader says

From Barrie Clement, Labour Reporter, Eastbourne

Heroin smuggling and drug addiction have increased as a direct result of government cuts, Chairman of a Civil Service union said yesterday. He also said that health and safety regulations in the workplace cannot be enforced because of restrictions on spending.

Mr Ernest Manning told the annual conference of the Institution of Professional Civil Servants (IPCS), which has 97,000 members said: "I don't believe society is so cynical as to place the obsession to cut the Civil Service ahead of the health and safety of people at work, or ahead of the protection of the weak and more vulnerable."

He told the 500 delegates that the public could not understand the effects of the cuts. "If they did comprehend then surely they would give us the support and understanding we believe we are entitled to."

Mr Manning argued that increased drug smuggling was made possible by cuts in the customs service. During the 10 years to 1981, the number of passengers arriving at Heathrow airport, London, increased by 67 per cent to 23 million a year, while the number of customs

officers was reduced by 22 per cent.

He added that by 1981 the number of registered heroin addicts in Britain had increased by 45 per cent.

"Surely no sensible person would reject the proposition that there is a direct correlation between the decrease in staff numbers and the increase in smuggling and drug addiction."

Proper enforcement of the 1975 Health and Safety Act was also made impossible because the Government would not employ the increased number of factory inspectors envisaged by all the political parties at the time. "There are not enough inspectors to ensure that official regulations embodied in the Act are respected by industry."

The work of paying benefits to the needy had also suffered because of spending cuts at the Department of Health and Social Security.

"It was so low there last year that staff went of strike, not for more pay, not for the introduction of special allowances based on hardship or stress, or even danger - but for more staff to provide a better service to society."

Mr William McCall, general secretary of IPCS, a political moderate union representing specialist scientific and technical grades, also took a strong anti-government line.

Presenting the annual report, he said that no government had been ever "less entitled to the good will of our members."

He added: "Its record of broken agreements, its doctrine of discrimination to cut the number of civil servants regardless of the consequences when done queues are lengthening to astronomical proportions, and its general attitude to public service have created intense dismay and great damage."

Defence jobs study

Delegates stopped short of supporting unilateral nuclear disarmament yesterday, but passed a strongly worded resolution declaring that the "vast sums of money" involved could be better spent. The union, which has 26,000 members at the Ministry of Defence decided yesterday to investigate the effect that nuclear disarmament would have on its jobs.

The national executive supported the study but objected to the wording of the motion stating that cash should be spent elsewhere.

Pay claim sought for three million

A joint pay claim for three million public service workers could face the incoming Government as a result of a decision by delegates at the National Union of Public Employees' conference at Scarborough, North Yorkshire, yesterday to pursue a coordinated pay strategy with other unions representing health, local authority, and education workers.

The campaign would include a common pay claim based on maintenance and restoration of living standards, a reduction in working hours, and priority on achieving a minimum basic pay rate equal to two-thirds of average male earnings. It would also attempt to establish April 1 as a common settlement date.

During the debate, delegates rejected a left-wing resolution from 10 branches that called for total opposition to any form of incomes policy. That now gives implied support for the agreement between the TUC and the Labour Party on a policy on pay and prices as outlined in *The National Economic Assessment* document.

Crew's vote strands ship in dock

From Our Correspondent

A 38,000-tonne Australian container ship was stranded in Liverpool yesterday, because her crew of 40 voted to remain in port on Sunday after one of their colleagues was arrested under section 9 of the Prevention of Terrorism Act.

Frank McGleave, aged 25, was arrested for being in breach of an exclusion order in Northamptonshire. He was remanded in custody for one week. By magistrates in Corby on Thursday.

The Australian Exporter, which is berthed at the Seaford container terminal, was due to leave for Rotterdam on Sunday.

Mr James Henningham, Liverpool branch official of the National Union of Seamen, said yesterday: "The men on board say they will not leave until Mr McGleave has been released, or if that is not possible until they are given full details of the charges he faces. He will be appearing in court again on Thursday."

Redundancy hot line set up by BL

British Leyland has opened a "hot line" for the 1,300 striking Albion workers in Glasgow who wish to seek voluntary redundancy.

The men, who make axles for BL's trucks division, walked out last week after the company refused to withdraw its threat of compulsory redundancies if 110 hourly paid workers did not come forward for voluntary severance. The line was opened, an official said, to help those who might be deterred from volunteering by having to cross picket lines.

BL says it needs only 12 more volunteers to fill the quota.

Mr Tom Gray, who was appointed 16 months ago to improve productivity at Cowley, has left Austin Rover for personal reasons.

Mr Gray avoided the public eye as Cowley's director in charge of the body and assembly plants, but was quickly identified by the workers as the man behind the new style of management.

Councillor forced to resign

A Labour candidate who won a seat on Cardiff City Council, has been made to resign after only a few days because he had taken a 13-week temporary job with the council as a plumber.

Nobody employed by a council is eligible to sit as a member unless they resign before the night of the poll. Now he will have to stand again at the by-election caused by his disqualification.

Inquiry call on aid for blacks

Ratepayers in the West Midlands asked the Commission for Racial Equality yesterday to investigate the legality of a scheme designed to help black business people only.

The West Midlands County Council announced last week the establishment of a £200,000 loan fund for coloured people only. The county's ratepayer's federation, representing nearly 100,000 people, said yesterday that the proposal discriminated against the majority of residents.

Shop assistant of the year

The shop assistant of the year trophy was presented at the Savoy Hotel yesterday to Sarah Bloomfield, aged 18, who works for George Butler, cutlery and silverware specialists at the Army and Navy Stores in Victoria, London.

Arthritis award

Mr Charles Bashford, aged 82, from Croydon, Surrey, who was awarded £9,000 damages in the High Court in London yesterday for road crash injuries which left him crippled by arthritis, said he would perfect his herbal cure for the disease with the money.

Eight aircraft and 53 aircrew were lost. Thirty-three men were decorated for gallantry, including the leader, the late Guy Gibson, who was awarded the VC. The feat was immortalized in *The Dambusters* film in which Richard Todd appeared as Guy Gibson.

The Tornado could carry out a similar attack at up to five times the speed and under precise computer control, without the pilot touching anything, Mr Sumpter, of the Dambusters, said: "That is the marvel of the RAF today. They have made great strides but I do not think the squadron has lost anything of the tradition."

Rod Stewart, the rock singer (above), said he is to receive "seven-figure sums" in an out-of-court settlement in compensation for Mr Bill Galt, his former manager. Stewart will now control his own song rights exclusively and work directly with his record company, Warner Brothers.

Sculptor admits wounding parents with hammer

A sculptor who thought his parents were trying to poison him hit them on the head with a hammer, the Central Criminal Court was told yesterday.

Paul Henry Desty, aged 32, pleaded not guilty to attempting to murder his father, Professor Dennis Desty, aged 58, and his mother, Mrs Doreen Desty, aged 57, at their home in Albany Road, Burwood Park, Hershaw, Surrey, on October 16.

He pleaded guilty to wounding them with intent and these pleas were accepted by the court. He was put on probation for three years on condition that he received treatment under the direction of a psychiatrist.

Mr Michael Birnbaum, for the prosecution, said that Desty has a history of chronic depression. He lives with his parents and was a sculptor. He would stay in bed until late afternoon and then have a bath



Tea for two: Miss Namiko Ohta has tea at the Evershed stand with a robot normally engaged in mechanical and electrical assembly (Photograph: John Voos).

Robot looks for work at BL

By Clive Cookson, Technology Correspondent

An arc-welding robot that can "see" its way along an irregular seam will be installed at a BL plant in September.

The prototype robot, which the car company's subsidiary, BL Technology, has been developing with engineers from Oxford University, was unveiled at the National Exhibition Centre, Birmingham. It is the first British vision system for use in heavy industry.

The machine is much more accurate than a human welder. Further, Mr Bob Vidler, of Oxford University, said: "It prevents the human being exposed to a harsh environment - arc-welding is a very dangerous job."

"Intelligent" or "second generation" robots guided by miniature cameras, were the main area of innovation amongst Automaton's 180 exhibitors. They should have far more application than first

generation robots, whose micro computers can be programmed to follow a complex series of movements but not to respond to any disorder in the external environment.

Mr Alan Wiley, of BL Technology, said the vision-guided welding robot would probably be installed for trials on the Land-Rover production line in Birmingham. A commercial version should be available in the next year.

GEC and Fairley Automation are also taking part in the project, which is supported financially by the Science and Engineering Research Council.

The machine was two small infra-red lasers to illuminate the weld through the sparks and flashes. It has a solid state camera, less than one inch square, to follow the line. Two microprocessor chips control the system.

Many manufacturers took the opportunity yesterday to

announce international agreements. Probably the most important was a three-way link between Dainichi-Sykes, of Britain, the French electronics group Thomson-Brandt and Dainichi-Kiko, of Japan. They will cooperate on robotics and factory automation.

The agreement will extend the present arrangement by which Dainichi-Sykes, a subsidiary of the British Sykes group, uses Japanese technology to build robots in Preston.

In addition, the joint managing directors of Dainichi-Sykes, Mr John Tomlinson and Mr David Walker, have been appointed to the full board of Dainichi-Kiko.

Another Anglo-Japanese venture making its debut at Automaton is 600-Fanuc Robotics, of Calchester, jointly owned by the 600 group and Fanuc. It plans to manufacture Japanese-designed robots in Britain.

260ft electricity windmill planned

By Jonathan Davis, Energy Correspondent

The first big electricity-generating windmill in England is likely to be built on land adjoining Richborough power station, near Ramsgate on the Kent coast.

The Central Electricity Generating Board said yesterday that it was applying for planning permission to build the turbine, intending to have the machine supplying electricity by the end of 1985.

The machine will be mounted on a slender column up to 260ft high, roughly the same height as the power station's

cooling tower. The twin blades will have a total span of nearly 300ft.

The wind turbine, which is designed to have a capacity of four megawatts, enough to supply electricity to a community of 4,000 people, will be built to an American design. The CEGB has been operating a prototype 200 kilowatt wind generating machine at Carnarvon Bay in Wales, but the Kent generator will, it is hoped, be the first commercially viable application of wind power in this way in Britain.

In order to encourage British companies interested in developing wind power machines, the generating board said that it will provide a test site at Carnarvon Bay.

The CEGB's eventual aim is to build a "wind farm". It has also looked at sites at Wigsley, near Lincoln, and Bradwell in Essex. These will be considered as the base for future "cluster" developments if the Richborough machine proves a commercial success. The cost of the first machine is put at about £6.5m.

Re-formed 617 Squadron meets the Dambusters

About 180 members of the association and their wives visited the squadron which operates 12 Tornados, the aircraft which will be the backbone of Western Europe's air power.

A single F13m Tornado has the destructive power of 10 squadrons of Lancasters. The Tornados nest in drab-coloured hardened shelters among concrete combat centres, designed to enable aircrews to survive under nuclear and chemical attack.

Group Captain Leonard Cheshire, VC, who took over command of 617 Squadron after the raid, sat in the computerized cockpit of a Tornado and said: "When I first sat in the cockpit of a Mosquito I thought this is the perfect aircraft. I felt the same with the Tornado, although I am not pretending I could fly it."

Some Dambusters promise to be back for the fiftieth anniversary of the raid. However, Mr Sumpter thought that this year's reunion would probably be the last. "People have travelled from America and Australia to be here, but we are all getting older."

Night duty kiln worker clubbed to death

From Our Correspondent

A pottery worker aged 60 was clubbed to death yesterday by an intruder while he was on night duty.

Mr Leonard Hatherton, a kiln operator of Bird Avenue, Kidsgrove, Staffordshire, is thought to have tackled the intruder at the James Sadler pottery in Market Square, Burslem, Stoke-on-Trent.

Chief Superintendent Robert Stewart said: "The motive for the attack is a mystery. It was unprovoked and savage and we are eager to trace this man before he strikes again."

Mr Hatherton and a colleague, Mr Leslie Gregory, were on duty on the ground floor when a man wearing a blue anorak approached and introduced himself as a security guard.

He talked to them for a few minutes and then followed Mr Hatherton when he moved to an upper floor to carry out his duties. Minutes later Mr Gregory was struck on the head with a blunt instrument, but he was able to escape to call the police.

Paratroops jailed for raping girl

Two members of the Parachute Regiment were jailed yesterday for the rape of a girl aged 15. Four others were jailed for indecent assault. Three of the six men fought in the Falklands conflict.

The paratroops stood in the dock in the uniform of their regiment as the judge passed sentence in what he called "this disgusting case" after a 10-day trial at Winchester Crown Court. The jury had been told that the struggling, screaming girl was tied to a bed, raped, and subjected to various forms of sexual and physical abuse while two soldiers sat either side of her.

Her legs were tied apart, a pornographic magazine was placed between her legs and a flash photograph taken of her. Later some of the men urinated on her.

Her 30-minute ordeal happened after she was taken by one of the accused to a dormitory where other soldiers were sleeping in the Malta barracks at Aldershot, Hampshire.

The girl had met the man in a public house in the garrison town. As she lay on a bed with the soldier, members of a recruit platoon returning from an end-of-course celebration, burst into the room and, shouting "bang bang", surrounded the bed.

Thomas Elliott, aged 20, a member of the recruit platoon, was charged with the rape. He was sentenced to 18 months in prison. Another recruit, aged 21, was charged with the indecent assault. He was sentenced to 12 months in prison.

Paul Thomas, aged 19, who took the girl back to the barracks, was charged with the indecent assault. He was sentenced to 12 months in prison.

Russell Roberts, aged 19, a member of the recruit platoon, was charged with the indecent assault. He was sentenced to 12 months in prison.

Ulster trip delay

A proposed visit to Northern Ireland on the day of the general election by the Queen Mother has been postponed.

Source: Research Evaluation in British Science. A Science Policy Research Unit Review. (University of Sussex, £5.)

Jury hears 'IRA hit list tape'

A tape-recording of an alleged IRA "hit list", including the names of Lord Carrington, the Duke of Gloucester, and Mr Michael Heseltine, was played yesterday to a Central Criminal Court jury.

The 40-minute tape was alleged to have been found under the floor of a flat in south London once used by Gerard Tuite, the IRA man who escaped from Brixton prison and who is now in jail in the Irish Republic.

In court, John McComb, aged 29, from Belfast, denied conspiring with Tuite to cause explosions in Britain in 1978 and 1979.

Dr John Baldwin, lecturer in phonetics at University College London, told the court that he believed that Mr McComb's was one of the voices on the recording.

Among other names and addresses on the tape said to have been found at Trafalgar Road, Greenwich, were those of Sir Mervyn Stirling and of Mr Mario D'Urso, identified on the recording as an "international jet setter" and friend of Princess Margaret.

Earlier, the court was told that a recent seizure of explosives at a flat in North Road, Highgate, north London, resulted from "intelligence".

Det Chief Supt Phill Corbett, of Scotland Yard's anti-terrorist branch, said 6.6 kilograms of gelignite had been missed in a search four years ago, despite the use of a mechanical "sniffer".

The trial continues.

Prisoner's death queried

By Rupert Morris

A police inquiry is being held into the death on Sunday night of Mr Nicholas Ofofu, aged 32, who became unconscious while in custody at Rotherhithe police station, south London.

A post-mortem examination in Southwark yesterday found that Mr Ofofu died from asphyxiation due to inhalation of vomit.

The explanation did not satisfy Mr Errol Reid, police monitoring officer for Southwark, who said: "When this man left his home he was conscious; he was found in an unconscious state in the police station. It is the police who should explain why."

RUC man killed

From Richard Ford, Belfast

Constable Gerry Cathcart of the Royal Ulster Constabulary, who was married with four daughters, was shot dead last night by men who escaped on a motorcycle.

He was off duty when the terrorists struck as he was getting out of his car near his home in the Upper Malone Road area of south Belfast. At least four bullets were fired into his head.

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Treasury men were defeatist

Sir John Hoskyns, a former senior policy adviser to Mrs Margaret Thatcher, last night accused the treasury officials that the Conservatives inherited in 1979 of defeatism and a "sort of intellectual corruption."

Speaking on the BBC *Panorama* television programme, "Who rules Britain?" Sir John, speaking about the Treasury, said there was "a refusal in the end to face very difficult problems head-on and say 'we have got to do something here which conventional wisdom tells us is not politically possible'."

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Chaplain given warning as jail head bans education chief

By Peter Evans, Home Affairs Correspondent

The governor of Holloway Prison, London, Miss Joy Kinsley, has barred the jail's chief education officer from the jail and given a warning to the chaplain over their professional contacts with former prisoners.

She has told education staff that their chief, Mr Richard Brown, will not be returning to work at the women's prison on May 23 after his annual leave. Staff understand that he has also been banned from talking to them.

The prison chaplain, the Rev James Pink, aged 63, said yesterday that Miss Kinsley had told him he was "very unwise" to give shelter to a girl discharged from hospital where she had been taken suffering from a drug overdose.

"She stayed for about two weeks before a probation officer found her somewhere", he said.

Mr Brown is understood to have sought to help a former inmate to obtain a university place. At the centre of the controversy is prison Rule 81 which governs relations with inmates.

In a parliamentary answer to Mr Christopher Price, Labour MP for Lewisham West until the dissolution of Parliament,

Mr David Mellor, Under-Secretary of State, Home Office, said of the education officer's dispute: "They are required to make the governor aware of such contacts and it is open to the governor to prohibit them" if, in a particular case, she considered it advisable to do so in the interests of good order and discipline.

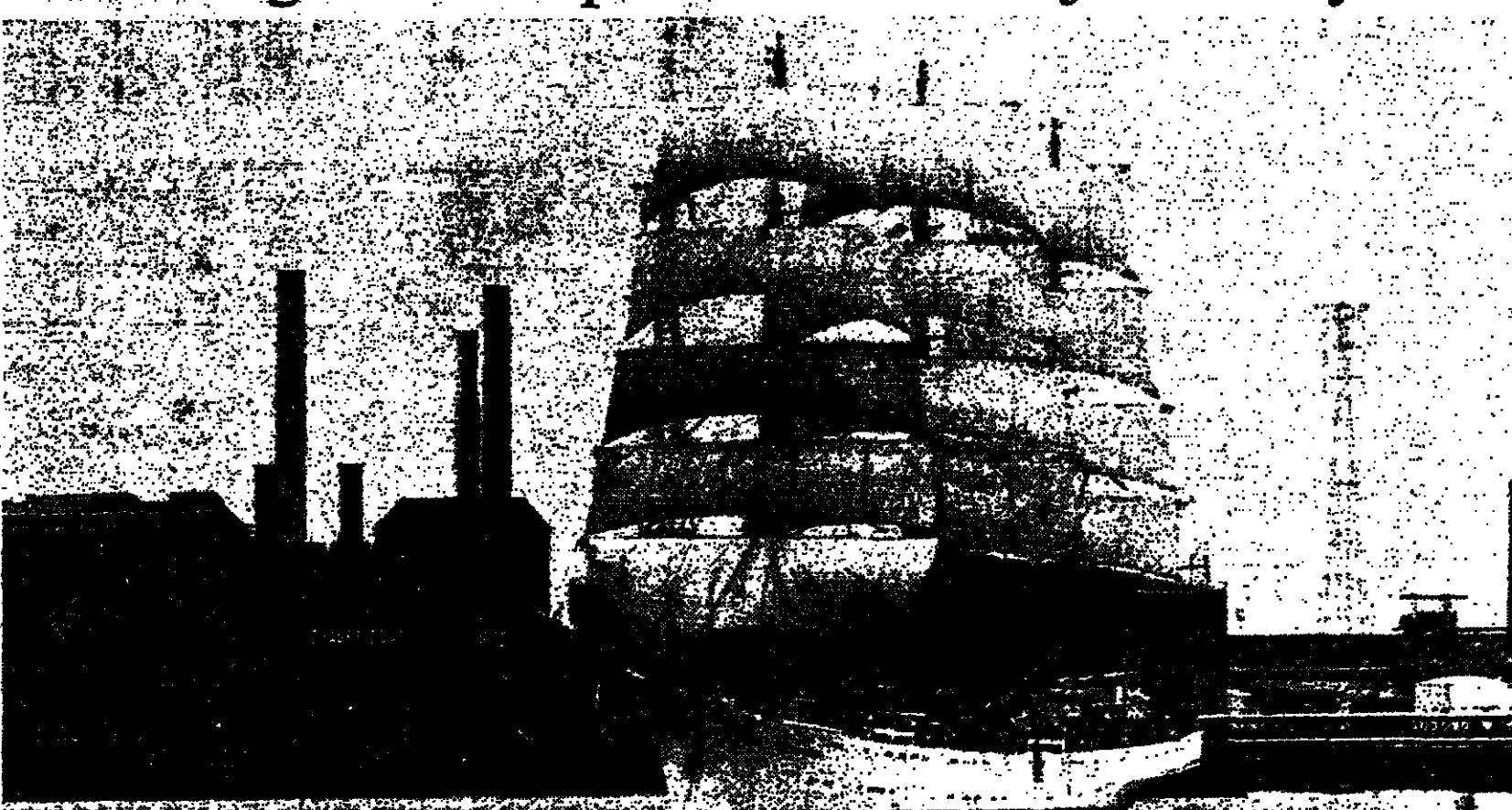
The answer did not refer to Mr Pink's case, which came to light yesterday. Mr Pink said he hoped to go on with his pastoral work with former offenders unless he was told that the rule affected him.

Education staff wrote to Mr Christopher Price, director-general of the Prison Service, demanding an official investigation into Mr Brown's treatment.

The letter says there has been increasing conflict with Miss Kinsley during the past nine months.

Assistance for former prisoners, where appropriate, with education and training to help rehabilitation, has always been an important aspect of prison education and one of great interest and pride, the letter says.

Polish frigate sails up the Thames to join Cutty Sark



Almost fully rigged, the Polish training ship Dar Młodzieży, a three-masted frigate, sailing through Long Reach, Purfleet, Essex, yesterday on her way to Greenwich. She will be moored for seven days near the Cutty Sark (Photograph: Harry Kerr).

Two PCs accused of assault

From Our Correspondent, Birmingham

A newspaper printer was punched and kicked by two drunken police officers out looking for fun, it was alleged at Birmingham Crown Court yesterday.

Police Constable David Smallwood, aged 21, and Police Constable Timothy Edwards, aged 22, who were formerly in police lodgings in Broadon Road, Selly Oak, Birmingham, Birmingham after his car broke down. A Vauxhall Viva containing the two policemen pulled up and they ordered him to approach the car.

Mr David Jones, for the

prosecution, said: "This story is the story of a nightmare which effectively came true for a perfectly respectable young man simply making his way home from work in the early hours of the morning."

Mr Campbell, now aged 23, of Fairfax Road, West Heath, Birmingham, was walking along Parshore Road, in Selly Park, Birmingham after his car broke down. A Vauxhall Viva containing the two policemen pulled up and they ordered him to approach the car.

Mr Jones said that Mr Campbell became frightened

and ran off but was chased by PC Smallwood. Eventually he was caught when the Vauxhall Viva, driven by PC Edwards, blocked his way.

"Mr Campbell was punched in the face. He was kicked to the ground by the officers", Mr Jones said. "They pulled him to his feet, ripping his shirt and he was pulled by the hair. They even tried to bang his head against concrete pillars."

"It appears that they had been out that night. They had been drinking and drinking heavily. They decided to have some drunken fun."

Kidnapped man blinded with soldering iron

The case of the Cambridge businessman who was kidnapped last week by an armed gang took a new twist yesterday when detectives revealed that Mr Patrick Miles was almost blinded by a soldering iron.

Mr Miles, aged 48, can now see colours, but no images because delicate tissues have been burnt. Specialists at Addenbrooke's hospital, Cambridge, hope to restore his vision.

Detective Superintendent George Sutherland, head of Cambridge CID, said: "This was a very serious attack and

his injuries were inflicted in a cruel and callous manner on a totally defenceless person."

Mr Miles, of Caxton End, Bourne, near Cambridge, a director of a company dealing in medical supplies, was kidnapped last Wednesday as he drove along the A45 towards Cambridge. Three men in a van forced his car to the side of the road. A sawn-off shotgun was pointed at him and he was made to lie in the van.

Mr Miles was driven to a barn, where he was bound, tortured, and drugged

Van driver rescues 11 trapped in fire

A quick-thinking van driver rescued 11 people trapped in a blazing house early yesterday. He was passing the two-storey house in Beaufort Road, Birkenhead, Merseyside, where four adults and seven children were trapped in the bedrooms above the burning ground floor.

Mr Cliff Stanton, the driver of a Hobbies Road, Halewood, Merseyside, backed his van across the pavement, smashed through the fence at the front of the house, and drove up to the front wall of the building.

The occupants were able to jump from a window on to the roof of the van and scramble to safety.

One of the children, Robert Carty, aged 13, fell between the back of the van and the wall, injuring his face. He was taken to hospital with minor injuries and suffering from the effects of smoke.

Mr Stanton said: "I had passed the house when two women flagged me down. I looked back and saw children hanging out of a window."

"So I reversed back and over the fence for the children to drop on top of the wagon. Two other blokes helped me get the children out. I just acted on instinct. I saw the flames in the hallway and it was only then I realized the bedroom was the only way of escape."

Mr Stanton has been a driver with Hovis for four years and was on his way to Stoke on Trent with 10 tons of baking flour.

Police and fire officials said he had acted bravely and saved lives.

Ferry sold

The European Gateway, the Townsend Thoresen freight ferry that was salvaged after sinking last December near Felixstowe with the loss of six lives, is to be sold to a Greek company.

Soldiers buy own kit

Soldiers are buying survival equipment with their own money because they consider it is better than Army equipment, it was claimed yesterday.

Mr John Best, of Survival Aids, of Penrith, said that soldiers, including members of the Parachute Regiment, had been buying a wide range of equipment, including sleeping and bivouac bags. The Ministry of Defence

said that all three services continually tested, and when necessary upgraded, their equipment. However, soldiers had always bought additional equipment if they thought they needed it. "This was a bit better than the standard issue."

As reported in *The Times* on March 2, the experience of the Falklands conflict has given added impetus to efforts to improve equipment for soldiers

Policeman delivers car baby

Police Constable Alan Burdiss acted as midwife yesterday after he saw a car broken down on the roadside. Inside, Marie Keen, aged 19, was in an advanced stage of labour.

The officer turned the BL Mini's front seats into an impromptu delivery suite and supervised the birth of a baby girl. The mother was on her way to hospital when the car broke down in Felling, Tyne and Wear.

Pet dog gave police a lead

A thief was caught after the police "arrested" his dog as they ran from the scene of a crime. Sheffield magistrates were told that Russell Machin sent his brother to get the dog back, knowing it would lead to his arrest, because he feared the animal would be put down.

Machin, aged 17, of Wordsworth Crescent, Sheffield, admitted three charges of theft and one of attempted theft. He was remanded on bail until June 13.

Councillor on Thatcher charge

A Labour councillor accused of throwing an egg at the Prime Minister's car was remanded on unconditional bail for a week by Highbury magistrates yesterday.

Marion Chester, aged 28, was arrested after the alleged incident in Melton Street, Camden, London on Saturday.

Miss Chester, a member of Camden Council, is said to have been among demonstrators when Mrs Thatcher renounced a train in honour of the late Airy Neave. She is charged with threatening behaviour.

£11,069 award

Woman Police Constable Karen Peavor, aged 24, of the City of London police was awarded £11,069 damages yesterday by a High Court judge, including £7,500 compensation for scars from injuries she received in a motor accident.

Christian protesters may risk arrest

By Nicholas Timmins

Christians in the Campaign for Nuclear Disarmament are planning a demonstration at the United States Air Force nuclear bomber base at Upper Heyford, Oxfordshire, this weekend. It will be followed by non-violent action at the base in which they may risk arrest.

Christian CND said yesterday that it expected at least 1,000 people at its first national demonstration, a "Peace Penitence" festival on Saturday, when it plans an ecumenical service, then an all-night vigil with workshops on Sunday and "symbolic action" on Monday.

The base houses nuclear-capable F1-11 bombers and has recently been extended to take EFL-11s next year, aircraft packed with electronics to confuse radar and extend the life of the F1-11 bombers.

The seven-mile march to the base from Bicester on Saturday is expected to include nuns and monks in their habits, Anglican and Roman Catholic priests,

Methodists, Baptists, Quakers. The campaign has asked the commander of the USAF base and the chaplain to accept gifts and for permission for a small group to attend the base's Whitsun service on Sunday.

The requests have been refused through the RAF liaison officer at the base and Miss Barbara Eggleston, Christian CND's organizer, said the action on Monday was likely to be an attempt to communicate with people on the base.

That might involve going on Ministry of Defence land on the base or at residential quarters. "We want some kind of dialogue with people on the base and if in order to do that some people get arrested that is something for their consciences," Miss Eggleston said.

Mr Bruce Kent, general secretary of CND, maintained a diplomatic silence yesterday over the attack on his good faith by Archbishop Bruno Heim, the Pope's representative in Britain.

Tory chief in plea to woman in Prime case

By Rupert Morris

Miss Dorothea Barsby, whose failure to expose Geoffrey Prime as a spy was described as disgraceful by the Security Commission, remained in hiding yesterday despite a plea for information from the chairman of her local Conservative Association.

Mr Tony Gillham, the chairman of Dartford Conservative Association, for which Miss Barsby stood as a candidate in the local elections on May 5, said he would like her to make contact with him.

Miss Barsby, aged 34, was a close friend of Geoffrey Prime's first wife, Helena, now Mrs Overy. Both women knew of Prime's treachery nine years before he was caught.

Mr Michael Rubinstein, a solicitor acting for Miss Barsby, said yesterday that he would be responding shortly to the findings and allegations made about her by the Security Commission and the press summaries of its report.

Seamen plead not guilty to heroin charge

A customs officer found heroin worth more than £283,000 hidden in a cargo ship at Avonmouth docks, near Bristol, the city's Crown court was told yesterday.

A detailed examination was made of the clothing of the 35 members of the crew of the cargo vessel Tarbela, which had arrived from Karachi, Pakistan. Mr David Paterson, for the prosecution, said. Minute traces of heroin were found on the clothing of two seamen who appeared for trial yesterday.

Muhammad Younus, aged 26, and Abdul Ghafoor, aged 28, both Pakistanis, pleaded not guilty to a charge of being knowingly concerned in trying to import a controlled drug into Avonmouth on December 22.

Mr Paterson said that about 1.52 kg of heroin with a street value of more than £283,000 was involved.

The trial, which is being conducted with the aid of an interpreter, continues today.

Double first for drama awards

By Kenneth Gossling

There was a tie for first place yesterday in the radio section of the *Radio Times* drama awards.

The judges chose a short list of five from the 600 entries and then decided to divide the £5,000 first prize between Stephen Dunstone, for *Who Is Sylvia?* and Christopher Russell, author of *Swimmer*.

There was an outright television winner - Peter Gibbs, winner of the Prix Futura in Berlin last month, for *Benefit of the Doubt*. His prize was £5,000.

All the short-listed radio plays will be produced, as will the television winner. But up to 40 more of the radio entries are likely to be broadcast because of their high standard.

More than 750 television entries were received. Of the total entry of 1,365 plays, 70 per cent were written by men. Pseudonyms were used in several cases, including a woman who asked for her identity not to be disclosed in case the members of her tennis club recognized her characters.

Mr Leonard Pearcey, the awards administrator, said unemployment was one of the main themes. Entries came from clergymen, prisoners, pensioners, as well as established playwrights. "And there were plays deriving from the writers' own experiences, including one, by a male stripper."

Presenting the awards, the Duchess of Gloucester said the

BBC had an enviable reputation in broadcasting circles for all its drama.

An encouragement award was given to Andrew Graham, aged 18, for his play *On Any Other Day*. It was not short-listed, but was written, the judges noted, with astonishing assurance.

Other awards: television - runner-up, Margaret Fine (*Walking to Jerusalem*); highly commended, Gwen Bailey (*A Suitable Place to Die*) and Matthew Solon (*The Glasshouse*).

Radio: highly commended, David Britton (*The Man Who Bought a Mountain*), Sandra Clayton (*Diary of a Suburban Housewife*), and Margaret Steward (*The View From The Hill*).

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Tory retires on eve of selection

By Our Political Reporter

A former MP announced his retirement from politics yesterday, only hours before he was due to be considered for selection in the new constituency of Wantage, Oxfordshire.

Mr Thomas Benyon, who succeeded the late Mr Airey Neave as MP for Abingdon, admitted last night that the linking of his name with inquiries into alleged tax avoidance by the Rosminster group, of which he was a director for five years, had affected his decision.

He said yesterday: "The revenue investigation began four years ago and although no charges have ever been brought, it has been difficult to know how to rebut the inevitable cloud which developed over everyone involved."

Holiday cash threat denied

If Labour came to power there would be no question of extending exchange controls to restrict the amount people could spend on holidays abroad, as has happened in France, party officials said yesterday.

NHS spending pledge refused

Mr Leon Brittan, Chief Secretary to the Treasury, yesterday refused to give a commitment that another Conservative government would maintain the current levels of spending on the National Health Service.

Asked on TV-am whether he would give such a firm pledge, the minister replied: "I think that commitments of that kind are not worth the paper they are written on. You look at the record, and the record speaks for itself."

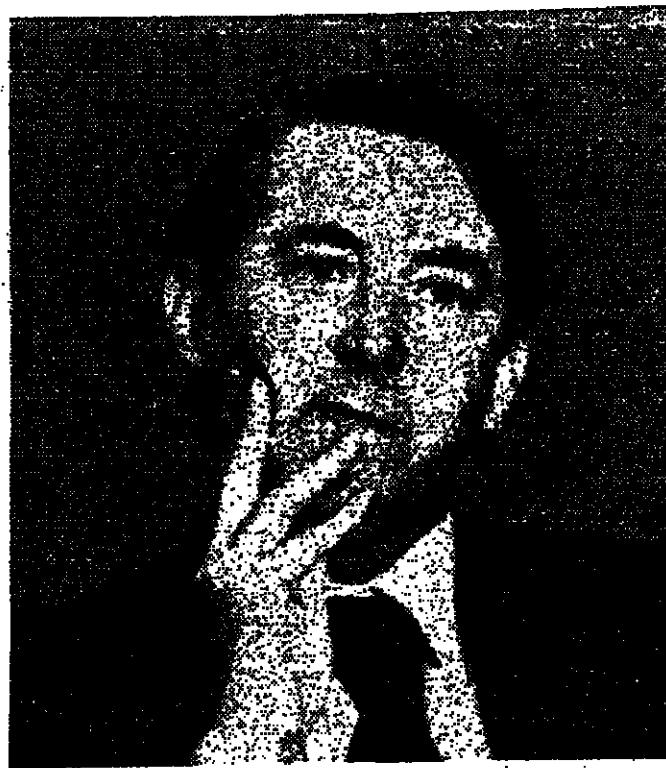
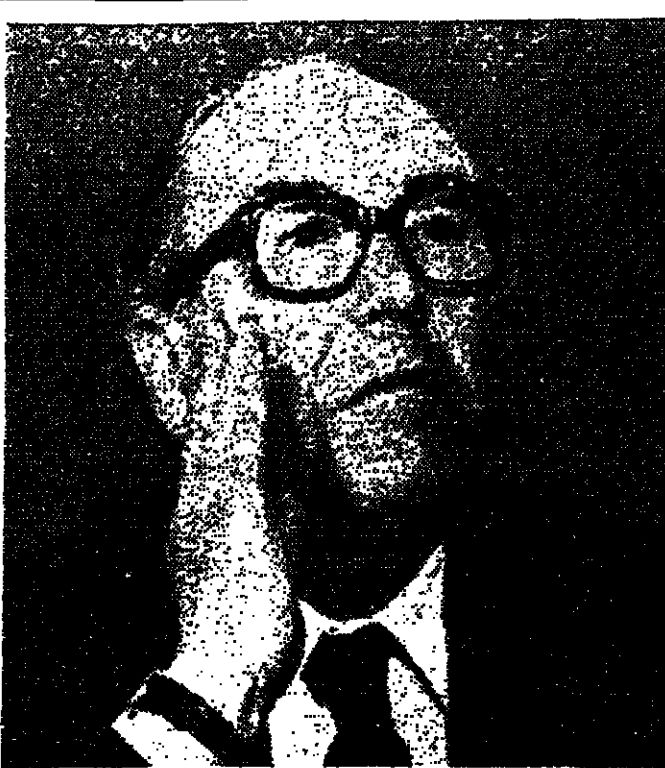
Thatcher 'a dictator'

Mr Denis Healey said in Brighouse, West Yorkshire, last night: "Mrs Thatcher seems to have turned the Tory Party into her personal dictatorship. She really is a one-woman band. She boasted the other day that she does not need anything like consensus in her Cabinet."

Tory waits for legal reports

Mr William Rees-Davies (below), for 30 years a Conservative MP expects to receive tomorrow the legal opinions and reports on which he will have a decision whether to contest in the courts the decision of the new constituency of Thanet, North, not to select him.

He is dissatisfied because some people were told that they could not enter after the selection meeting started on Sunday night because the chairman had ruled that everyone should have the opportunity of hearing all speeches, and some members of the Margate Constitutional Club were told they had no vote in that capacity.



Hands and allies: (left to right) Mr Roy Jenkins, the SDP leader, and Mr David Steel, the Liberal leader, in London yesterday and Dr David Owen in Devonport Plymouth.

Jenkins rejects accusation that Alliance criticizes only Labour

By Our Political Staff

Mr Roy Jenkins, the Social Democratic Party leader, rejected the accusation that the Liberal-SDP Alliance was concentrating on "Labour Party bashing" and taking a soft line with the Conservatives, when he and Mr David Steel, the Liberal leader, appeared at the first of the party election press conferences in London yesterday.

It was fair to point out the Extreme policies of the Labour Party, which he did not think could win the election, Mr Jenkins said. "But we are pointing out equally strongly what the consequences would be of another four years of Mrs Thatcher," he said. "While it is inevitable in politics that one points out some of the faults of your opponents, the Alliance is concentrating on putting forward its own specific policies and our own programme for government."

No one could conceivably accuse the Alliance of not having policies on a wide range of issues now that the joint manifesto had been published.

The press conference was held at the National Liberal Club, familiar ground to Mr Jenkins. Adopting the tone of an experienced former Minister, already named as Prime Minister-designate if the Alliance comes to power, Mr Jenkins said: "We are fighting this election to reverse a quarter century of national decline which has now culminated in the highest level of unemployment in our economic history."

"The old politics has no solution. Our objective is to convince the British people that if the crisis which now faces us is to be turned, there must now be a decisive break with the past and the conduct of our national affairs must be put on a new footing."

First, he said, they sought to break the hold of the two class-dominated parties over national life. "The rhetoric of class conflict fuels the endless, pointless battles between management and unions which have raged on as whole industries have disappeared," Mr Jenkins said.

Leading members of the Young Liberals organization yesterday preempted the Alliance press conference by attacking the joint manifesto as being incompatible with Liberal Party policy and stating: "Young people would do just as well staying at home on June 9 if they go by the Alliance manifesto; it offers very little hope for the future."

When this was reported to Mr Steel he commented that the day the Young Liberals said they agreed with him it would make the headlines. "I do not take it very seriously," he said. When asked

if this meant that he was resigned to getting no support from the Young Liberals, he said: "I think we shall get some. But they are a bit confused."

The remark offended the Young Liberals, who have been sniping at Liberal leaders for many generations. Their publicity vice-chairman, Mr Mike Harskin, aged 19, said: "It is Mr Steel who is confused, if he believes that what is in the Alliance manifesto is actually what Liberals believe in."

Mr Jenkins and Mr Steel later launched their election campaign in Scotland with walkabout in Beyer Road, Glasgow, part of the Hillhead constituency where Mr Jenkins faces a tough fight (Michael Knipe writes from Glasgow).

The Alliance is to publish a special manifesto for Scotland tomorrow which will highlight issues of particular concern there.

Owen says Labour cannot win

Dr David Owen, the leading Social Democrat, forecast yesterday that Labour would not win the general election. And he said of the Alliance: "It is not the main thrust of my belief that we are likely to form the next government."

Dr Owen was launching his election campaign in marginal Devonport, which he won under the Labour banner at the last election.

He said: "The chances are that we can be a major force in holding back the dogmatism and ideological commitment of either the Conservative Party, who on present polls are way ahead, or the Labour Party if it were able to recover."

"But it is my belief that the Labour Party is not going to recover."

He said the Alliance could pick up much more support "once it becomes apparent that Labour cannot win."

"I think the Conservative vote will then erode. People stomach all their objections and anxiety about the Tory policy because of their fear of a Labour government."

Dr Owen said in a statement on Labour's manifesto last night: "Their promise to pump an extra £11 billion into the economy would create national bankruptcy within months."

EEC not vital issue, Hattersley says

By Barbara Day

Britain's membership of the European Economic Community was not a central issue of election campaign, Mr Roy Hattersley, Labour's chief spokesman on home affairs, said yesterday. He made it clear that despite his own doubts about withdrawal from the Common Market, he would abide by the Labour Party's manifesto commitment to leave it.

Mr Hattersley was speaking on Election Call, a phone-in programme hosted by Sir Robin Day and broadcast on BBC television and Radio 4.

He was asked about a front page story in the Daily Mail which claimed that Nissan would not come to Britain if Labour won the election and withdrew from the EEC. He said that like all political stories in that newspaper it should be taken not so much with a pinch of salt as a ton.

He said: "I think there will be some companies who decide, if we leave the EEC, that they will not come to the UK. The question is, and it is a question the next Labour government will have to look at very honestly and very carefully, is whether we gain more jobs by leaving them we do by staying in."

"The assessment of my colleagues is that by leaving we

improve Britain's employment prospects and that is the assessment which is built around our policy statement. But I think it is a balance."

"Some companies will undoubtedly say they prefer not to be in Britain if we are outside the Common Market. Other companies will feel more able to expand within the measure of protection that we can create if we leave Europe."

He continued: "But the problem over the last 10 years is that those, like me, who campaigned for it, find it more and more difficult to justify the decision that was then taken. We actually did believe that the EEC would make a massive contribution to our jobs. It has not done that. We believed we could get a fair share of the budget. We have not got that."

"So it is very much more difficult to defend the Common Market position now than it was 10 years ago. On balance I think it probably will improve our prospects, but the next Labour government is very clear about its policy and of course I am absolutely loyal to that policy."

Mr Hattersley went on to say that the great issue facing the country was getting the nation back to work and the Labour Party was the only party talking about doing so.

Labour win 'threatens' Nissan plan

By Philip Webster

Mr Patrick Jenkin, the Secretary of State for Industry, said yesterday that if the Japanese car firm, Nissan thought there was any prospect of Britain pulling out of the EEC, it would back away from its plans to invest in a £500m plant in Britain.

He was commenting on reports that Nissan, the makers of Datsun cars, would scrap their plans if Labour won the general election because of its commitment to take Britain out of the EEC within the lifetime of a parliament.

Mr Peter Shore, Labour's shadow chancellor, said at his party's first morning press conference of the campaign that he had been half expecting the story for the last few weeks. Nissan was the "scarlet pimpernel" of Japanese investment in the United Kingdom.

For the last four years, they have seen investment here, they have seen it there, but it had never appeared, he said.

Speaking on BBC radio programme The World at One, Mr Jenkin said that all Nissan's plans had been based on the proposition that Britain would remain a member of the EEC.

He added that he believed the company was moving towards making up its mind to come to Britain, although it would not announce such a decision before an election.



Tory candidates get scant guidance on reform of rates

By Our Political Staff

Conservative candidates who turn to their election campaign guide for what to say when asked about the promised reform of the rating system will find little to help them.

The guide, published by Conservative Central Office yesterday, is an essential handbook on party policy and performance which is usually in the hands of candidates and key party workers well in advance of an election announcement.

This year the original plan was for it to be published in mid-July, presumably on the assumption of an October election, but it has had to be rushed out.

On rates it rather tautly records that in the October 1974, election manifesto, the Conservatives said that within the lifetime of a Parliament "we shall abolish the domestic rating system and replace it by taxes more broadly based and related to people's ability to pay."

This pledge, the guide declares, was superseded by the May, 1979, manifesto, which referred to Labour's extravagance and incompetence having put a heavy burden on ratepayers, but insisted that "cutting income tax must take priority for the time being over abolition of the domestic rating system."

The guide concedes a main criticism of domestic rates, that for people on middle to high incomes they bear little relation to the ability to pay, although rebates and social benefits mitigate the burden falling on poorer families.

"Another complaint is that non-householders are not re-

quired to make any direct contribution to domestic rates," the guide states. "A household which consists of a single person therefore pays the same amount as a household with several incomes."

So what is the answer? The guide is non-committal. The Government's latest thoughts were paraded in a Green Paper which set out the options: "Probably none of the possible new sources discussed in the paper - local sales tax, local income tax or poll tax - could be used on its own as a complete replacement."

"A local sales tax or local income tax, combined with either a poll tax or domestic rates maintained at a lower level of yield, could replace the present system, but would entail correspondingly higher administrative costs."

The general impression given is that the 1983 manifesto when it is published tomorrow will not have a straight answer either.

The guide sets out the main objectives outlined in the 1979 manifesto, including the section on cutting taxes which said that the task was "to restore incentives so that hard work pays; success is rewarded and genuine new jobs are created in an expanding economy."

But it emphasizes: "The Prime Minister made clear that she did not expect the task to be completed within the span of one Parliament."

On unemployment the guide insists that there are "no short cuts" to a solution.

The Campaign Guide, 1983, (Conservative Research Department, 32 Smith Square, London SW1, price £9.50).

Pym joins assault on Labour

By Our Political Reporter

The Conservative onslaught against the Labour Party's unilateralist defence policy was joined yesterday by Mr Francis Pym, the Foreign Secretary, who said it would lead not to peace but to servitude.

The Nato alliance would suffer calamitous damage if Britain reneged on the decision in 1979 to modernise long-range intermediate nuclear forces, Mr Pym said.

"We should be allowing the Russians to dictate to the Alliance how it should defend itself. We should, by an act of one-sided disarmament, be ensuring that the Russians would have no need whatever to negotiate on our radical proposals."

Mr Pym's criticism of Labour's policy came in a speech in Cambridge in which he strongly opposed the idea of a nuclear freeze, backed two weeks ago by the American House of Representatives and suggestions of a "no first use" of nuclear weapons declaration by Nato.

Of the latest Russian "offer" in Geneva, Mr Pym said the Russians argument that British and French independent systems should be included in some form of European balance was wholly specious.

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Leading article, page 13

Foot gives steel, coal guarantees

From Dave Felton

Mr Michael Foot yesterday went to Scotland the traditional launching pad for Labour election campaigns, at the start of an extensive campaigning tour of Britain which allows him only one free day in the next 3½ weeks.

The Labour leader quickly gave commitments that a governments under his leadership would maintain the level of steel and coal production in Scotland.

He also promised at a press conference in the party's Glasgow headquarters, that a Labour administration would "confirm the removal from the Coal Board" of Mr Ian MacGregor, who joins the NCB as chairman in September.

Mr MacGregor would be dismissed and a new deal would be struck with the unions and the Coal Board for an expanded coal industry, Mr Foot said.

In the traditional heartland of heavy industry on the Clyde, Mr Foot highlighted Labour's approach to the basic industries. He said a Labour Government would ensure the continuation of steel making at Ravenscraig.

In the first major rally of his tour last night at Glasgow's Apollo Theatre, Mr Foot stressed that Labour's plans for an £11,000 million boost to the economy were affordable.

Geoffrey Smith



COMMENT

With the beginning of the national press conferences yesterday, all three contenders have indicated their strategies for the campaign ahead. The Conservatives have done so paradoxically by deciding not to hold the first of their conferences until Friday. That is the clearest possible signal that they are more afraid of peaking too soon than of not peaking at all. For them it is not so much an opportunity to make converts as a test of whether they can hold their ground. Therefore play it safe.

The Alliance are in the diametrically opposed position. They need the greatest possible exposure to show that they are to be taken seriously. "Our job is not to rouse the faithful," Mr David Steel said at their conference yesterday, "but to convince and convert those who are seeking a new politics" - for the very simple reason that there are not yet enough of the faithful to assure more than a token representation in the next Parliament.

But there is the old fear of the wasted vote. So the central aim of the Alliance strategy must be to prove that they are a force to be reckoned with.

Alliance wait for a chance

Labour made it clear at their conference that they intend to concentrate on the issue of unemployment. That has the double advantage of being the principal national anxiety and of being a subject on which the different wings of the party can unite in expressing their outrage. Much safer in that respect than either disarmament or the European Community.

So those are the benchmarks for the campaign. All three strategies have their difficulties. The Conservatives have set themselves the delicate task of taking no risks without seeming to take the electorate for granted - which would be the biggest mistake of all.

The Alliance have the problem that they cannot spend the next three weeks saying "please take us seriously". Yet while they are not short of policies, not many people will take the policies seriously unless they take the party seriously.

To do so they need a few opinion polls, fairly early on, showing them putting on strength. They might achieve that simply through the greater projection of Mr Steel's television skills. But they would certainly find it easier if a bitter argument developed between the Conservatives and Labour. That would enable the reasonableness of the Alliance to be presented as a favourable contrast. But, not for the first time, the Alliance are having to wait for others to give them their opportunity.

The risk of boring the country

Labour's task is to persuade the country not that employment matters, which everyone believes, but that any government could do anything about it. A great many people evidently regard the present unemployment in much the same light as the weather - we have been having it terrible, but you do not change ministers in order to stop it raining. If every country has been suffering from unemployment, one has heard it said time and again on the doorstep in recent by-elections, why should the British Government be blamed because we have not escaped?

If Labour are to convince the electorate that something could be done, they will have to keep hammering that message home. Perhaps their very insistence will change the public mood. But that runs the risk of boring the country stiff before polling day. It runs a much greater chance of boring journalistic observers stiff.

This distinction may be important. At yesterday's press conference Labour spokesmen did not scorn the art of repetition. If they continue in that form many journalists will die of boredom. But the effect on the voters may be different. They will not hear all the repetition.

So there is the possibility of the impact of Labour's campaign being under-estimated by those who hear too much of it. But it will require a delicate judgment to say enough to break through the wall of public scepticism on that issue, without giving the impression that Labour has nothing else to say.

Shades of a Home Counties Boudicca

By Peter Hennessy

There is a school of thought that sees Mrs Margaret Thatcher as a Home Counties Boudicca riding roughshod over traditions, institutions and Ministers. It has branches in the universities and the lobby correspondents' room at Westminster.

It is easy to appreciate how it has coalesced. Her style exudes prime ministerial will. The nouns "consensus" and "compromise" and the adjective "collective" are part of her glossary of "boo" words.

At first sight, the evidence for Mrs Thatcher as the destroyer of Cabinet government is fairly convincing. She leads from the front both publicly and privately in Cabinet and Cabinet committee. She denies full Cabinet any real opportunity to discuss economic strategy.

Those early stories of her not wanting any Cabinet committees (though she now has 25 standing and about 95 ad hoc groups), of wishing to get rid of the Central Policy Review Staff and the Overseas and Defence Secretariat of the Cabinet Office, and of treating the Cabinet as a rubber stamp, all are true.

Press coverage over four years has tended to solidify first impressions. The first draft of political history flows from the

barrel of a lobby correspondent's pen. The journalists glean their impression from Mr Bernard Ingham who, even more than Downing Street press secretaries, is a classic example of the HMV (His Master's/Mistress's Voice) effect.

There is a danger that the compost of accumulated press cuttings will soon flower into learned articles in political science journals, turning the Boudicca thesis into a new orthodoxy.

But is it true? Not if you talk to the people in the front row in Whitehall who, as civil servants, have seen administrations come and go and are connoisseurs of prime ministerial substance as well as style. Front-stall Ministers agree as well, though some are worried what might happen if Mrs Thatcher triumphs on June 9.

Those who insist that Cabinet government is intact point to big and small issues. She did not get her way on public expenditure. During the Falklands crisis she ran the war from her tiny Overseas and Defence (South Atlantic) Cabinet committee. Yet, according to one Cabinet minister not on it: "She had to carry us on every major decision. That task force would never have sailed without Cabinet approval."

As little examples of the power of departmental ministers go, her session last year in a Number 10 dining room, for Mr Michael Heseltine to explain his managerial efficiency system to colleagues, was a classic.

"Ministers gave Michael the two fingers. The PM stood up and pleaded with them for 25 minutes. That showed the power of Cabinet."

The most convincing evidence, however, is negative rather than positive. One seasoned Whitehall figure said: "Ask yourself why there is no Cabinet committee of just her and her sympathizers on trade union reform? Answer: Because what they produced would not have got past Cabinet, let alone be sure of a majority in the House of Commons."

Another exponent of negative evidence picked Northern Ireland. Mrs Thatcher shared the view of her late confidant, Mr Airey Neave, that what is needed is not a restoration of Stormont but of good local government.

A Cabinet committee which pushed that line would not have included Mr William Whitelaw, the Home Secretary and a former Northern Ireland Secretary. She knew that he would have stopped it dead in Cabinet, by resigning colleagues that it was bad local government in Londonderry that started the troubles in the first place. So a

special Northern Ireland committee did not materialize. Officials in the front stalls are not surprised by the recent debate about a possible Prime Minister's department.

"Heath, Wilson and Callaghan by the end of their time were all terribly frustrated by the system. They felt they could not get things done. The issue of some kind of departmental change arose with all of them, including Mrs Thatcher."

Britain has experienced prime ministerial government before. It operated under Lloyd George, who ignored Parliament and was called an Imperial Caesar. Professor George Jones of the London School of Economics, believes that if, in 1922, his personal secretary, the so-called "Garden suburb", had survived, and the Cabinet Office perished, prime ministerial government would have become the norm.

If she was a second term, Mrs Thatcher will import more personal advisers into Number 10, packing possibly up to 20 in basements and garrets, with a Chief-of-Staff in charge of the new attic breed. But a lead-up Prime Minister's Office will live alongside, but not supersede the Cabinet Office, the stronghold of collective government. In appearance she may be more Boudicca-like than ever, but, in reality, the constitutional balance will be intact.



Mr Jenkin: Nissan to decide after election

Plaid pledge economic plan for Wales

From Tim Jones, Cardiff

The people of Wales were urged yesterday to take charge of their own affairs and given a warning that irrespective of which "London" party is returned to power the Principality will become in economic terms a Third World nation within five years.

Launching Plaid Cymru's election campaign, Mr Dafydd Iwan, MP for Merioneth, said: "The Tories obsessive reliance of free market economics has clearly failed in Wales but so too has Labour Party's attempts at centralized economic plan for Wales, with control of capital investment to ensure that jobs were provided."

Mr Thomas claimed that the local government election results, where the party captured 71 seats, indicated that opinion was changing towards supporting a devolved assembly.

He said that since the Scottish group of Labour MPs will interpret their likely huge majority north of the border as a mandate to renegotiate the Act of Union, the issue of relations between Wales and Westminster would again be on the agenda.

"Plaid Cymru want Welsh people to accept that no one from outside is going to help them and that they must begin

to help themselves into a viable independent future."

Mr Thomas, who opposed the sending of the task force to the Falklands, said he thought the Falklands factor would work against the Government, particularly in Wales, which had needlessly lost so many young men when the Sir Galahad was attacked.

He thought that the party could hope to double its representation at Westminster to four MPs. Their main demand, in the event of holding a balance of power in a hung Parliament, would be unilateral disarmament and more investment for Wales.

ELECTION JUNE 83 Labour manifesto ● Jobs priority ● Massive expansion ● Constituency profiles

Defeatism must stop Foot says in 'new hope' proposals

Mr Michael Foot, leader of the Labour Party, says in a foreword to the manifesto:

Here you can read Labour's plan to do the things crying out to be done in our country today. To get Britain back to work. To rebuild our shattered industries. To get rid of the ever-growing dole queues. To protect and enlarge our National Health Service and our other great social services. To help stop the nuclear arms race. You can see what Labour is determined to do, and how we shall set about it.

But at once the objection is raised: Can we afford it? Where will the money come from? Are we not just making promises which cannot be fulfilled?

The first short, sharp answer is that what Britain cannot afford is the present policy of accepting mass unemployment.

Mass unemployment on the scale Mrs Thatcher and her government have been prepared to tolerate - worse than we have ever known before and worse than any other industrial country has experienced - imposes a crushing burden on the whole community.

Of course it hits hardest the young denied work altogether, and their mothers and fathers thrown out of their jobs with little chance of getting another. But it also hits the whole country. Mass unemployment costs the country £15 billion, £16 billion, £17 billion a year, astronomical figures never conceived possible before, and they move higher still every month.

Mass unemployment is the main reason why most families in Britain, all but the very rich, are paying more in taxes today than they did four years ago.

Mass unemployment is the main reason why we are wasting our precious North Sea oil riches. Since 1979 Mrs Thatcher's government has had the benefit of £20 billion in tax revenues from the North Sea. It has all been swallowed

by the huge, mounting cost of mass unemployment.

Our country, no civilised country, can afford the human waste, the industrial and economic waste, involved in these policies. We in the Labour Party reject them absolutely.

Just a week before Sir Geoffrey Howe, the Tory Chancellor, produced his last Budget to keep us in the rat, Peter Shore, Labour's Shadow Chancellor, produced his budget for expansion.

The cost he set out - an £11 billion expansion - would cover, as they were designed to cover, the items we have listed in the Emergency Programme, the promises we have tabulated. So little is it true that Labour has not counted the cost. No party in opposition has ever stated its intentions so clearly and comprehensively.

Then what happens? What happens after the first expansion is launched? In the manifesto we describe the conditions for success, the peace we can move forward, how that will depend on the response we can secure from all sections of the community, on the partnership we have established with the trade unions. Without that continuing partnership to rebuild our country, all else will fail. True enough; but Labour is the only party which has worked for this partnership and pledges it for the future.

And where will the money come from? Some of it will come from those oil revenues now pouring down the drain. Some of it will come from the billions we waste of the dole queues. Some of it will come from the billions now being allowed to be exported in investment abroad. Yes, and some of it will be borrowed. Mrs Thatcher's dirty word.

But borrowing in that sense is agreed development plans with the leading price-setting firms.

what every intelligent government since the war in Britain has done - including even Conservative governments. So let's put a stop to defeatism, and put a stop too to all those sermons about Victorian values.

The programme of socialist reconstruction outlined can be carried through if a Labour government commands the support of the other great democratic institutions in the land - in particular the local authorities and the trade unions.

Above all, the new Labour government will play a much more ambitious part in helping to guide the nation towards peace, and, as an essential part of the process, in establishing a sensible defence policy for our country.

One bunch of sneers and scares with which Tory propagandists have already disfigured this election campaign suggests that the Labour Party proposes to throw away our defences, to abandon our alliances.

It is just not true. What we do propose to do is to get rid of the nuclear boomers which offer no genuine protection to our people but, first and foremost, to help stop the nuclear arms race which is the most dangerous threat to us all.

We are the only party that offers such a programme to meet the scale of the challenge. We are the only party that offers a non-nuclear defence policy.

But we are not alone in our plans and our aspirations. Multitudes of people in many other lands, on both sides of the Atlantic, in Asia and Africa and Europe too, are ready to join us in the campaign for a nuclear freeze, for fresh exertions to stop the proliferation of these weapons, to stop the whole monstrous nuclear race to destruction.



Full of hope: Mr Michael Foot and Mr Denis Healey launching the party's manifesto in London yesterday.

Emergency programme of action promised

In the full text of its emergency programme the Labour Party says:

Within days of taking office, Labour will begin to implement an emergency programme of action, to bring about a complete change of direction for Britain.

Our priority will be to create jobs and give a new urgency to the struggle for peace. In many cases we will be able to act immediately. In others, which involve legislation, they will take longer to bring into effect. But in all cases we shall act swiftly and with determination. We will:

● Launch a massive programme for expansion. We will: Provide a major increase in public investment, including transport, housing and energy conservation.

Begin a huge programme of construction, so that we can start to build our way out of the slump.

Halt the destruction of our social services and begin to rebuild them, by providing a substantial increase in resources.

● Increase investment in industry, especially in new technology - with public enterprise taking the lead. And we will steer new industry and jobs to regions and the inner cities.

● Ensure that the pound is competitive, and hold back prices through action on VAT, rents, rates and fares.

● Introduce a crash programme of employment and training, with new job subsidies and allowances.

● Begin to rebuild British industry, working within a new framework for planning and industrial democracy. We will: Agree a new national economic assessment, setting out the prospects for growth in the economy.

● Prepare a five-year national plan, in consultation with unions and employers.

● Back up these steps with a new National Investment Bank, new industrial powers, and a new Department for Economic and Industrial Planning.

● Repeal Tory legislation on industrial relations and make provisions for introducing industrial democracy.

● Begin the return to public ownership of those public industries sold off by the Tories.

● Start to create a fairer Britain, with decent social services for all. We will: Raise child benefits by £2 a week, and give special help to one-parent families and families with disabled dependants.

● Update the pension in current rate. The unfairness of mortgage tax relief above the basic rate, which gives most benefit to the highest incomes, will be phased out.

● Labour will: End enforced council house sales, empower public landlords to repurchase homes sold under the Tories on first resale and provide that future voluntary agreed sales will be at market value.

● Labour will end the scourge of youth unemployment and prepare young people to take up the jobs that we will create. We will also encourage all young people in employment to join a trade union.

● Our radical new scheme for young people will establish a new, two-year student-traineeship for all 16 and 17 year olds. It will bring together, for the first time, the first years of apprenticeships, other training schemes for young workers and the young unemployed and courses in full-time education in schools and colleges.

● Labour will establish new rights and provide more resources for youth. Accredited trade union representatives should be involved with secondary school students in the context of such education, with full facilities for such representatives at all career days.

● Homes for everyone Labour will immediately increase by half the total housing investment programmes for local authorities.

● We support financial assistance for owner-occupation and will maintain mortgage tax relief for existing house purchasers. At the

November 1983 by the full amount needed to protect against inflation, and increase pensions by £1.45 a week for a single person and £2.25 for a married couple.

● Provide more personal social services, such as meals on wheels and home helps, with an increase of at least 4 per cent a year in real terms.

● Spend more on education, including on essential books and equipment; end the assisted places scheme; and stop selection in secondary schools.

● Begin to develop comprehensive care for the under-fives.

● Begin to develop a strategy to eliminate low pay.

● Introduce positive action programmes to promote women's rights and opportunities, and appoint a cabinet minister to promote equality between the sexes. We will: Strengthen the Equal Pay Act and the Sex Discrimination Act.

● Improve child care and other social services.

● Take steps to end discrimination in education and training.

● Reverse Tory cuts in maternity rights.

● Increase the maternity grant.

● Encourage and assist local authorities to begin a massive programme of house-building

and improvement, through an immediate 50 per cent increase in their housing investment programmes. Priority will go to the urgent repair and replacement of run-down estates. We will freeze all rents for the first full year.

● Begin a major programme to stop the waste of energy. We will stop Sizewell and abandon the Tory PWR programme; and open urgent discussions, with the unions and management in the coal industry, on a new plan for coal.

● Give more help to public transport, with funds to improve services, keep down fares, and increase investment, especially in rail electrification and better freight facilities. Councils will be given new powers to support local services.

● Act to improve the environment and deal with pollution, including a ban on lead in petrol. An urgent start will be made on improving our inner cities.

● Introduce a positive action programme for the ethnic minorities. We will also introduce citizenship and immigration laws which do not discriminate against either women or black and Asian Britons.

● Give a new priority to open government at local and national levels, and give local communities greater freedom to manage their own affairs. We will also introduce an early Bill to abolish the legislative powers of the House of Lords.

● In international policy, we shall take new initiatives to promote peace and development. We will: Cancel the Trident programme, refuse to deploy cruise missiles and begin discussions for the removal of nuclear bases from Britain, which is to be completed within the lifetime of the Labour government.

● Ban arms sales to repressive regimes.

● Increase aid to developing countries towards the UN target of 0.7 per cent.

● Reestablish a separate Ministry of Overseas Development.

● Take action to protect the status of refugees in Britain.

● We will also open immediate negotiations with our EEC partners, and introduce the necessary legislation, to prepare for Britain's withdrawal from the EEC.

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The following is a partial text of the Labour Party's five-year programme:

The programme is for a full, five-year term of office. Clearly, we cannot do everything at once. The economy has been dangerously weakened by the Tories, and Britain is considerably poorer than when we were last in government. The world recession could hamper our plans for economic revival.

Ending mass unemployment

Our approach is different. We will expand the economy, by providing a strong and measured increase in spending. Spending money creates jobs.

Our central aim will be to reduce unemployment to below a million within five years of taking office. It would be wrong to finance this initial boost to spending by increasing taxation.

Like any other expanding industrial enterprise, we shall borrow to finance our programme of investment.

There are also important savings to be made by cancelling the present government's massive expenditure programmes on Trident and on PWR nuclear reactors.

Our starting point in government will be to discuss and agree with the trade unions a national economic assessment, as described in our joint statement with the TUC, *Partners in rebuilding Britain*. This will set out the likely growth in the national output and how it could be shared. It will cover the allocation of resources, and the distribution of income between profits, earnings from employment, rents, social benefits and other incomes.

The assessment will also play an important role in Labour's plans for the redistribution of wealth and power in our society. Our aim is nothing less than to bring about "A fundamental and irreversible shift in the balance of power and wealth in favour of working people and their families".

We will see that our financial and monetary policies support expansion. We will make sure that public borrowing is financed, through the financial institutions and national savings, without disruptive or damaging changes in interest rates.

Exchange controls, maintained by successive British governments since 1939, and so foolishly scrapped by the Tories in 1979, will be reintroduced.

We must ensure that our trade and balance of payments contribute to our expansion. This means maintaining the pound at a realistic and competitive rate.

We will: Use direct measures of price restraint, such as cutting VAT, and subsidies on basic products, to cut into inflation as and when necessary; Stop wage public sector charges, such as gas prices, up by 116 per cent since 1979, as a backdoor way of raising taxes, as the Tories have done;

Buy our food where it is cheaper, on world markets, following Britain's withdrawal from the EEC.

Give powers to a new Price Commission to investigate companies, monitor price increases and order price freezes and reductions. These controls will be closely linked to our industrial planning, through

control of the city by one seat. Even taking into account the lower turnout, the result was not encouraging. The party will need a positive swing to retain the South seat on June 9.

Mrs Betty Higgins, who was swiftly elected as leader of the council after her predecessor failed to win a seat, said: "I have been far too busy since being appointed leader of the city council to get involved in the general election campaign."

All this must comfort her Conservative opponents. Mrs Higgins is Labour's agent for the East seat.

Of the two seats, South is the most marginal.

Mr Michael Bird, aged 38, a local solicitor, who will be fighting East as SDP candidate for the Alliance, said: "The Ken Livingstone school of the Labour Party has not bitten very deep around here. It is also astonishing how many people who are unemployed have some respect for Mrs Thatcher's style of government. They have just been brainwashed into thinking that not only is there no job for them, but no prospect of a job."

"We have not got visible catastrophe around us. Nottingham is not a place that

has demonstrated political volatility in the past. Frankly it is a bit boring which is why we want to shake it up."

If the recent local elections are any guide, the hopes of Mr Bird, and Mr Roy Foynter his Liberal counterpart in South, are slim. The Alliance came bottom in every ward but one, and still has a weak, underfunded local campaign organisation.

The real battle remains between Labour and Conservative.

Mr Martin Brandon-Bravo (left), Conservative candidate for Nottingham, South and Mr Jack Straw, Labour candidate for Blackburn.

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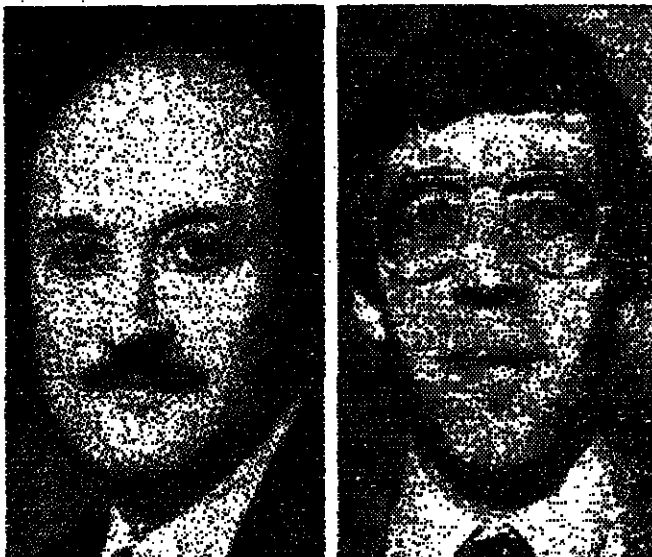
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Syrian pledge to block pact

From Robert Fisk
Damascus

As the Lebanese Parliament gave its unanimous approval to the Israel-Lebanese proposals on troop withdrawals yesterday, Syria made it clear that it had no intention of pulling its army out of Lebanon and said ominously that it would "do all in its power to prevent the implementation" of the agreement.

The Soviet Union, according to the Syrian Prime Minister, was now fully supporting Damascus's policy, and Lebanese government officials fear that the Syrians may shortly close their common border with Lebanon and impose an economic blockade on the country.

When the Syrian Council of Ministers met in Damascus yesterday morning, Mr Abdul Halim-Khaddam, the Foreign Minister, stated that his country "supports actively all the Lebanese forces who are struggling against the agreement" - a reference to the largely powerless leftist and pro-Syrian Lebanese politicians who have opposed any kind of troops.

Dr Abdul-Raouf al-Kasbi, the Prime Minister, claimed that the Soviet Union "stands firmly next to Syria" in its rejection of the plan drawn up by Mr George Shultz, the US Secretary of State.

If Syria's rejection remains this adamant - and since Israeli troops will only withdraw from Lebanon if Syrian troops do the same - today's official signing ceremony by Israeli and Lebanese delegates could turn out to be little more than an unfulfilled gesture.

President Assad has himself read the Arabic text of the agreement and apparently taken particular objection to the powers which the Israeli armed forces would be given to patrol a security zone in southern Lebanon.

He has referred to this as "Israeli hegemony on Lebanese land, skies and territorial waters". It looks as though the Syrians will need at least comparable rights over eastern Lebanon if they are to consider a withdrawal themselves.

Meanwhile Mr Yassir Arafat, chairman of the Palestine Liberation Organization, again crossed from Syria into Lebanon yesterday - his third visit in five days - to try to quell growing resentment within the Bekaa Valley.

Mr Arafat has found that Syria's influence over PLO units in Lebanon has grown to such an extent that his own supporters are now demanding that he publicly reject any form of compromise in the Middle East peace plan, be it the Reagan initiative or even the resolutions passed last year by the Arab summit at Fez.



Down it comes: Dynamite charges in the foundations demolish the Madison Hotel in Boston, Massachusetts, to make way for a government building. The 53-year-old hotel, formerly named The Manger, had been closed since 1976.

Changed conditions face nuclear negotiators

From Ian Murray
Brussels

American and Soviet negotiators sit down at the nuclear disarmament negotiating table in Geneva today, after a six weeks' pause during which both sides have had to analyse significant shifts in their relative positions.

Although not directly involved in the discussions, Britain has now become a more vital factor than ever in the position of both sides because of next month's general election: a change of government at Westminster would almost certainly mean that Nato would have to undertake a far-reaching review of its intention to deploy medium-range cruise missiles in Britain.

According to a senior diplomat at Nato headquarters in Brussels: "If Mrs Thatcher wins that effectively puts an end to any chance the Soviet Union might have of stopping the deployment of Nato missiles by political means."

"They will then have to confine their negotiations to Geneva and stop hoping for the politicians and peace movements to do some of the work for them. If she loses we just do not know where we will stand."

The United States announced a fundamental change in its negotiating position immediately before the talks broke up in Geneva for the Easter holidays. President Reagan abandoned his demand to scrap all intermediate-range nuclear missiles - except as an ultimate objective. Instead, he said he

Bush's tour

Vice-President George Bush will visit Britain, West Germany and six other European countries from June 23 to July 7 to discuss East-West relations, arms control and other international issues. He will also visit Norway, Sweden, Finland, Denmark, Ireland and Iceland, and will reaffirm close US ties with the neutral countries of northern Europe, Sweden and Finland.

Mr Bush's talks on political, economic and security issues facing Nato will be a continuation of those begun during his European tour in January.

For them. If she loses we just do not know where we will stand."

The United States announced a fundamental change in its negotiating position immediately before the talks broke up in Geneva for the Easter holidays. President Reagan abandoned his demand to scrap all intermediate-range nuclear missiles - except as an ultimate objective. Instead, he said he

was prepared to negotiate deployment of an equal number of nuclear warheads. This means that from late this year the first Pershing 2 missiles will be deployed in West Germany and cruise missiles in Britain and Italy.

WASHINGTON: A report released here yesterday recommends that Nato's present dependence on theatre nuclear weapons could be significantly reduced by improving its conventional capabilities, particularly by exploiting advanced weapons technologies that are now available, Nicholas Ashford writes.

Introducing the report, General Andrew Goodpaster, former Supreme Allied Commander in Europe, said that these new technologies would act as "a spoke in the wheel" by making it more difficult for Warsaw Pact to use its superior conventional strength to attack Western Europe with any hope of success.

Entitled *Strengthening Conventional Deterrence in Europe*, the report has been drawn up by a panel of military experts.

Leading article, page 13

Strict terms for France's EEC loan

From Our Own Correspondent, Brussels

France was granted a £2,400m loan by the EEC yesterday on condition that its Socialist Government applies strict austerity measures.

The loan was agreed unanimously by finance ministers meeting in Brussels, in obvious approval of the way in which M Jacques Delors, the French Minister, had put an end to the unilateral inflationary programme of the two-year-old government and had returned to monetary orthodoxy in its economic approach.

The loan will be raised largely in dollars, according to money market conditions over the next few months, in order to ensure that other EEC currencies do not suffer as a result of it being launched. M Delors said optimistically that he hoped to be able to repay the money sooner than the six-year period being considered by the Community.

Throughout the period of the loan; however, the EEC's monetary committee of officials from national treasuries and banks will monitor the French

economy, acting as a watch-dog to ensure that the Government sticks rigidly to the policies it has announced to restore health to the economy. Those conditions are essentially: limiting the budget deficit to 3 per cent of GNP this year and next; reducing the deficits of the nationalised industries; cutting back the target rate of monetary growth from 10 to 9 per cent this year; encouraging savings and working to end the automatic indexation of salaries.

Denktas to propose independent state

By Edward Mortimer

In a move certain to anger the Greeks and Greek Cypriots, Mr Rauf Denktas, the Turkish Cypriot leader, said yesterday that he would propose the declaration of an independent state in northern Cyprus when he returned to the island at the end of this week.

This state, he said, would seek international recognition with a view to subsequently negotiating with the Greek Cypriots "on a basis of equality".

Mr Denktas made clear that his proposal was a reaction to last week's vote in the UN General Assembly calling for the immediate withdrawal of all occupation forces from Cyprus. The resolution was adopted by 103 votes to five with 20 abstentions.

"We have discovered", he said in an interview with *The Times* in London yesterday, "that the world recognizes societies which call themselves states, and their governments. Anyone not using that title is disregarded, rejected and con-

demned on the basis of what people who call themselves governments put before them."

"My proposal to my people" he went on, "will be - and I shall stand by it whatever may happen - to declare that in the north a Turkish Cypriot government exists and will seek recognition as the northern state, a sovereign state, open to further discussions with the southern state of Mr Kyprianou (the Greek Cypriot President of the republic) for establishing the federation."

ATHENS: Turkey's rejection of the UN resolution was described here by President Kyprianou as "an insult to the international community".

Mr Kyprianou, who prolonged his stay in Athens after the cancellation of his London visit because of the coming election, said the resolution was the strongest ever endorsed by the UN.

Turkey's first party, page 8

Paris threat to Bonn on imports

From Diana Geddes
Paris

France may be forced to take protectionist measures against West German imports if Bonn does nothing to reduce the "intolerable" trade imbalance between the two countries.

Mme Edith Cresson, Minister for Foreign Trade, indicated in a radio interview yesterday, shortly after Chancellor Helmut Kohl's arrival in Paris for the forty-first Franco-German summit.

Last year France had a trade deficit with West Germany, which is its main trading partner, of 38 billion francs (£3.3 billion) - representing 40 per cent of its total deficit.

If there was no shift in the German position, France would be forced to take a course of "measures" she said, adding that "the introduction of French technical norms, which are at present insufficient in number and not strict enough, could constitute a first approach to the problem."

Britons find new route to top in Himalayas

Katmandu (Reuters) - Four British climbers who set out to find a new route up Manaslu north peak in the Himalayas have reached the summit, Nepal's Ministry of Tourism said.

The climbers, members of a 12-man joint armed services expedition, reached the 23,488ft summit on May 10. A Dutch team reached the top by the north ridge in 1964.

The four were Lieutenant Pat Parsons, aged 28, a Royal Marine from Exmouth; Lieutenant Commander Charles Hattersley, aged 34, from Brightlingsea, Essex; and Corporal Terry Moore, aged 29, and Corporal Doug Borthwick, aged 22, both of the RAF from Farnborough, Morayshire.

Sorry, wrong ferry...

Stockholm - Two British Army vehicles and their drivers, bound for an exercise in West Germany, boarded the wrong ferry in Harwich and wound up in Göteborg instead.

After the embarrassed drivers were escorted to another ferry, a police spokesman said: "Yet another case of wrong navigation. We told them we'd heard that one before." No Swedish protest is expected.

Kudu wiped out by drought

Johannesburg - The entire population of Kudu antelopes in the Damaraland area of Namibia has been wiped out by the worst drought this century.

There were 41 of the big animals with the twisted black antlers in the territory when a census was taken last July by the Namibia Wildlife Trust. Mrs Ina Britz, director of the trust, said in Windhoek yesterday: "Now there are none."

Strong poll win

Delhi - The Chief Minister of Karnataka, Mr Ramakrishna Hegde, was elected to the state legislative assembly by an overwhelming margin of 23,000 votes. It was a startling vindication of his first few months in office, and a crushing blow to the hopes of the Congress (I), Mrs Gandhi's party. There was approximately an 80 per cent turnout of the 85,000 people entitled to vote.

Britain warned

Mr Robert Muldoon, the New Zealand Prime Minister, said that ties with Britain will suffer unless Britain and the European Community stop cutting back quotas for New Zealand lamb and butter. New Zealand's access to Community markets has reached "an irreducible minimum" he told the London Chamber of Commerce.

Taiwan angry

Johannesburg - Taiwan has severed diplomatic relations with Lesotho after Saturday's decision by Chief Lesiba Jonathan, the Lesotho Prime Minister, to exchange ambassadors with Beijing. Lesotho's decision will further strain its relations with South Africa.

Haiti votes

Port-au-Prince (Reuters) - The first municipal elections in 26 years drew a 70 per cent turnout in six towns of Haiti. The Haitian Human Rights League has denounced the poll as lacking in credibility.

20-year coma

Rheims (AFP) - Christian Murcia, aged 31, who had been in a coma for 20 years after a road accident, has died here. He was an 11-year-old schoolboy when he was struck by a car while chasing a football.

Church leader criticizes army violence

San Salvador (Reuters) - The auxiliary of El Salvador said in his weekly homily yesterday that he would meet military officers next week to give details of Army involvement in "irrational violence" disguised as war.

Mr Gregorio Rosa Chavez, said he would report specific incidents to the military high command so that they might correct the situation and avoid future incidents.

He did not specify any incidents, but urged the 80 Salvadoran and foreign correspondents covering the civil war to report in an unbiased manner.

He added that reports of the murder of eight men, whose bodies were recently found near the capital, had been "manipulated to fit the interests of some journalists... This cannot be called information... but propaganda."

Another white farmer killed in Zimbabwe

From Stephen Taylor, Harare

A white Zimbabwean farmer was killed on a cattle ranch at the weekend by a group of three armed men described by a government spokesman yesterday as dissidents.

The farmer, Mr Michael Dando, aged 23, is understood to have been shot dead soon after returning to the homestead of the farm near Somabula, about 30 miles south-east of Gweru on Friday evening.

It was the first killing of a white farmer since the April 3 murder of Senator Paul Savage, a member of Mr Ian Smith's Republican Front, his daughter and Miss Sandra Bennett, a British visitor. It came after a government statement that security in western Zimbabwe had greatly improved.

Mr Dando's father, who was unmarried, is believed to have been held at gunpoint by the gang for some time before his son arrived home and was shot.

giving rise to speculation that it might have been a "grudge" killing.

The incident brings to 28 the number of whites, mainly farmers, killed since the start of violence 14 months ago. Eight white hostages, including six tourists abducted last July, are still missing.

Mr Nathan Shamuyarira, the Minister of Information, who toured Matabeleland last week, said in an interview published here yesterday that security in the province had improved enormously.

Premier's trip: Mr Robert Mugabe, Zimbabwe's Prime Minister, is due to leave Harare today for a 12-day visit to Hungary, Czechoslovakia and East Germany, underlining his intention to pursue a policy of strict non-alignment, diplomatic sources said.

Pinochet follows Allende's economic path

With a public and private sector debt totalling \$18 billion (£12 billion), unemployment at 32 per cent and half of the country's industries bankrupt, Chile is facing an economic crisis. In this second and final article, our foreign staff analyse the problem confronting General Pinochet after nearly 10 years in power.

After several years of record economic growth during the late 1970s, recession has struck Chile with a speed which has bewildered both the government and workers.

Between 1977 and 1981, thanks largely to the monetarist boom engineered by President Pinochet, the economy grew at an average annual rate of 7.3 per cent. In 1982, however, the economy shrank by 14 per cent.

The net result has been a tripling of unemployment to an average of 22 per cent in the past three months in the greater Santiago area, while those lucky enough to keep their jobs have seen their real income fall by 27 per cent since the introduction of a wages freeze and cuts in August 1981.

In retrospect the suddenness of the crisis is not entirely unexpected. During General Pinochet's 10 years there have been few incentives to save or invest. In the 1960s, for example, 22 per cent of the country's production was

ploughed back in new investment. By contrast, the country invested only 15 per cent of its production during the 1970s. During these decades there was a substantial drop in savings.

In addition, much of the boom of the late 1970s was financed by overseas borrowing. Of the 18,000 million dollars Chile now owes only 5,000 million are the result of public sector borrowing. The remainder has been amassed in the private sector. In 1973, before the military coup against the late President Salvador Allende, public sector borrowing totalled a more respectable 4,500 million dollars.

The government has responded to the crisis by swallowing its pride and reverting to some of the interventionist tactics employed by its predecessor. They include the introduction of strict government controls over the banking system and foreign exchange restrictions.

Nevertheless, some of the other policies used during the time of President Allende can no longer be introduced. The International Monetary Fund (IMF), which has given its full backing to Chile's efforts to overcome its debt problems, will not allow General Pinochet to reintroduce the high tariff

barriers favoured by his predecessor.

Nor will the IMF allow the Chilean authorities to use the funds it is willing to supply for big increases in public expenditure. Virtually all the money now coming into the country is being used to pay off the huge debts incurred financing the boom of the late 1970s.

The government's answer to its critics is to insist that any economic recovery must take place within the broad free-market principles it has espoused during the past decade.

The economic model taken originally from Professor Milton Friedman by Chile's "Chicago boys" has not failed, General Sergio Perez Hozmab, Minister of National Planning, told a recent meeting of Chilean business leaders.

"We are in a process in which everyone has to sacrifice," he added.

But it is still difficult to see how the government can reactivate the economy in the short term without revitalizing Chilean industry. If unemployment continues to grow and unrest spreads, General Pinochet may be put in a position where his critics can no longer be silenced by fears of imprisonment, torture or exile.

The only solution then might be a change of government able to introduce new economic policies.

CHILE'S ECONOMIC CRISIS Part 2

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Friction between church and state

Polish youth dies after arrest

From Roger Boyes
Warsaw

The son of a Polish church aid worker died at the weekend, two days after being detained by police who, on their admission, used force to take him to a militia station.

The incident comes after a mysterious break-in at a special aid centre run by the Church for martial law detainees when five people, including two women, were assaulted by men believed to be plainclothes policemen.

The attack has aggravated relations between church and state and Cardinal Jozef Glemp, the Polish Primate, later strongly asserted the church's right to "help the victims of martial law".

The latest incident has served to heighten the fears of lay Catholics who work at St Martin's Church on the assistance of political prisoners. Many of these workers and their supporters believe that the security services are launching an all-out attack on church workers and priests who are closely associated with Solidarity.

Apart from the St Martin's break-in, a Jesuit, Father Stefan Dzierzek, has been arrested for trying to gather funds for those jailed after May Day demonstrations, and Father Henryk Jankowski, the Gdansk shipyard priest and friend of Mr Lech Walesa, the former Solidarity leader, has been sharply criticized in the press.

The police have been reasonably candid about the detention, perhaps fearing that it could blow up into a new source of friction between church and state before the arrival of the Pope next month.



Rome visit: Cardinal Glemp, the Polish Primate, arriving for a four-day stay to settle arrangements for the Pope's visit to his native Poland next month.

According to the police version, relayed by Mr Witold Zawadzki, a militia headquarters spokesman, Mr Grzegorz Przemyski, aged 19, who had just finished his school-leaving examinations, was picked up by police outside the Krokodil wine bar on Thursday shortly before 6pm. They had to use force to enter the nearby militia station behind Warsaw Cathedral.

He was medically examined, an ambulance was called and force again had to be used en route to the first aid centre because, the police say, Mr

Przemyski was being aggressive. The first aid centre said that he should be taken to hospital but his mother, Mrs Barbara Sadowska, a poet and a particularly enthusiastic church assistance worker, took him home. She later called an ambulance after his condition deteriorated. He died in hospital of "internal injuries" on Saturday.

Friends of the family say that he was a strong boy and gave no sign of illness before he was arrested. Another leading Polish poet, and former member of the KOR dissident group, Mr Jerzy Ficowski is trying to organize a collection to pay for the funeral.

None of this has made the preparations for the papal visit any easier. Cardinal Glemp travelled to Rome yesterday to confer with the Pope about liturgical matters relating to the visit.

The Pope, whose appeal for an amnesty was clearly rejected by the Government two weeks ago, has to draft sermons that will spell out his displeasure at certain government actions without compromising the essentially religious nature of his visit and without souring church-state relations any further. The Primate obviously has to be involved in this process.

Njonjo protests his loyalty to President Moi

From Charles Harrison
Nairobi

Mr Charles Njonjo, the Kenyan Minister for Constitutional Affairs, who returned from Europe at the weekend, issued a statement yesterday declaring his loyalty to Pres-

ident Daniel arap Moi and denying that he was being groomed by any foreign power for office in Kenya.

Mr Njonjo referred to the political turmoil in Kenya, after a statement by President Moi, alleging that an unnamed

Kenyan was being groomed for the presidency by an unnamed foreign power, as a witch-hunt. "I oppose, and would oppose, any attempt by any foreign power to interfere in Kenyan affairs. I have the fullest confidence in the appropriate

authorities in our country to carry out any necessary investigation to unearth whoever this person is that foreign powers are trying to impose in us", he said.

Mr Njonjo has been a central figure in Kenyan politics for many years. He was Attorney-General until 1980.

An unprecedented situation has developed here in the past week, with ministers, politicians and local organizations condemning the unnamed "traitor" and his backers, and calling for them to be named.

The governing council of the ruling Kenya African National Union (KANU) has been summoned for tomorrow by President Moi to deal with the crisis.

Waistcoat, watch chain and bowler

Mr Charles Njonjo, the son of a Kilimanjaro chief, was educated at Fort Hare University, South Africa, studied law at Gray's Inn, and became Kenya's Attorney-General after independence, Charles Harrison writes.

As Attorney-General, he was the Government's legal adviser and a Cabinet member. In 1980, aged 60, he retired

and entered Parliament in a by-election, and was then appointed a minister by President Moi.

He is known for his forthright statements condemning inefficiency, socialism and lawlessness, and for his impeccable appearance: he wears a waistcoat with a gold watch chain and at times a bowler hat, a rarity in Kenya.

His wife is the daughter of a British missionary, and they have three children.

He has always been regarded as a powerful political figure, both under President Kenyatta and under President Moi, whose succession to the presidency in 1978 he strongly supported against suggestions that a second Kilian should follow Kenyatta.

Fog clears for jackpot car fines in Athens

From Mario Mediano
Athens

Three million Athenians face stiff traffic restrictions this week combined with higher penalties for traffic violations, including a £1,000 jackpot fine for driving in the city's centre on the wrong day of the week.

It was in the hope of dispersing the "nefos", the resident cloud of smog, that the capital's 800,000 private car owners were ordered to keep out of the city's central ring on alternative weekdays.

Cars with licence numbers ending in 1, 2, 3, 4 and 5 are out one day between 6.30am and 4pm, the others the next day. All private cars are unrestricted at weekends.

The public transport system of Athens is not the best in Europe (despite the recent hiring of a score of double-deckers from British Leyland) so most motorists prefer to drive to work, leaving their vehicles anywhere convenient since the shortage of parking space is acute.

What has compounded this chaotic situation recently is that bus crews and taxi drivers, each for different reasons, staged a series of wildcat strikes. Another taxi strike is due this week, while the bus dispute has been taken to the courts.

All this, plus the late Orthodox Easter this year, induced the Government to lift the ban for three weeks letting all cars in every day. The results were disastrous. During the prolonged Easter holiday 50 persons were killed in car accidents (compared to last year's 29) and 844 were injured - one of the highest traffic accident rates per population in the world.

Mr Akis Tsohatzopoulos, the Minister of Public Works, said that driving was the cause of most accidents, especially overtaking and speeding. Poor road conditions accounted for a small percentage.

When the ban was reimposed on Monday with it went drastically higher fines for traffic offences. Courts were empowered to charge a fine of between £50 and £1,000 for violating the city's inner ring.

It is true that Athens was unusually calm and free of illegally parked cars yesterday, as the draconian legislation went into force. What is more, a brisk northern breeze swept away the yellowish-brown cloud of pollutants that had started it all.

Prosecutor questions dealer over Hitler forgeries

From Michael Binyon, Bonn

Herr Kujau has denied any wrongdoing, and has named a certain Herr Mirdorf in East Germany as the man who supplied him with the diaries, and to whom he said he handed over the money - only DM2.5m by his account - made available by Stern.

Meanwhile, the staff at Stern, who demanded the resignations over the weekend of Herr Henri Nannen, the publisher and present editor-in-chief, and Herr Gerd Schulte-Hillen, chairman of the publishing company Gruner and Jahr, have demanded a meeting with Herr Reinhard Mohn, head of the Bertelsmann chain of companies which has a majority holding in Gruner and Jahr.

The various sections of the magazine held meetings yesterday to see how peace could be restored in the embittered atmosphere at Stern. Today they have called for a general meeting of all the employees.

Their occupation is more symbolic than any forcible takeover of the building. The journalists are working nor-

mally to produce the next edition of Stern, which goes on sale on Thursday.

A number of German newspapers have criticized the message of support sent to the journalists on Sunday by Herr Hans-Jochen Vogel, the leader of the Social Democratic opposition party. The conservative press asked why he did not voice similar concern when Stern started publishing the Hitler diaries.

● AMSTERDAM: Controversy over the purported Hitler Diaries and other cases of cheque-book journalism were jeopardizing the credibility and freedom of the media, Mr Peter Galliner, Director of the International Press Institute, said yesterday, Reuter reports.

Speaking at the annual assembly of the institute, which represents media organizations in 44 countries, he said: "An increase in so-called cheque-book journalism... as well as intrusions into the privacy of individuals have brought about a reaction from both the public and governments."

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Chinese air security to be tightened

From David Bonavia
Peking

Mr Shen Tu, director of the Civil Aviation Administration of China, said here yesterday that the crews of the national airline had orders to resist hijackers "if the safety of the passengers was assured".

Mr Shen faced a barrage of hostile questions from foreign correspondents, one of whom asked him if he planned to resign following the recent hijacking of a Chinese Trident to South Korea. Mr Shen declined to comment.

In answer to another question about the dangers of resisting hijackers, Mr Shen said that not to do so would encourage criminals to hijack aircraft.

On May 5 this year six Chinese citizens, including a woman, hijacked the Trident on



Mr Shen: Hostile questions from journalists.

a domestic flight from Shenyang to Shanghai, shot and wounded the radio operator and navigator, and forced the aircraft to land at Inchon in South Korea.

Mr Shen admitted that there were some shortcomings in security procedures, and prom-

ised they would be tightened up. He would not comment on reports that flights have been closed to all Chinese passengers below a certain official rank.

Mr Shen said that in future every passenger "would be obliged to prove his identity".

Crash airline let deranged pilot fly

Tokyo (AFP) - An advisory panel here yesterday blamed the crash of Japan Air Lines DC8 in February, 1982, on the mentally deranged pilot and the airline's failure to prevent him from entering the cockpit.

The crash, near Haneda airport killed 24 passengers and injured more than 100 others.

The pilot was later found to be suffering from schizophrenia.

In its final report, submitted to the Transport Minister yesterday, the panel said the pilot, aged 37, suffered mental delusions seconds before the crash and suddenly applied reverse thrust on two of the engines, forcing the aircraft with

166 passengers to undershoot the runway.

Transport Ministry officials quoted the report as also saying that airline officials and doctors overlooked the abnormal mental condition of the pilot and let him continue flying. The pilot was sent to a mental hospital for treatment last September.

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Turkey's first party since coup founded with tacit military approval

Ankara (Reuters) - Turkey's first political party since the military coup in 1980 was founded yesterday. The Nationalist Democracy Party was registered at the Interior Ministry under the leadership of retired General Turgut Sunalp.

A ban on all political activities in Turkey was lifted by the military authorities three weeks ago, paving the way for a general election on November 6.

The new party's programme said that it would follow the principles of Atatürk, founder of the Turkish republic. It is expected to follow a moderate, right-wing line, filling the gap left by the Justice Party, one of the two main parties before the 1980 coup.

The law lifting the ban on political activities, published on April 24, bars from political activity for a decade, senior executives of political parties disbanded after the military takeover.

Some former members of the Justice Party were named as founders of the Nationalist Democracy Party, and are expected to draw some of the old party's support towards the new one.

Among the list of 41 founder members handed to the Interior Ministry were Mr Ali Bozer, former Minister of Customs and Monopoly, and Mr Rifat Bayazit, former Justice Minister who resigned last Friday from the military-appointed Cabinet.

Political observers said that their resignations indicated that the party had the approval of the ruling five-man National Security Council, which is vetting all applications.

Other prospective parties are expected to submit registration documents this week.

● **New party line-up:** General Sunalp, a former ambassador in Ottawa, was entrusted with the organization of the Nationalist Democracy Party after Mr Bulend Ulusu, the Prime Minister, who had been groomed for the task, announced last month that his present functions barred him from leading a party, Rasit Gurdilek writes.

Mr Ulusu's reticence was attributed by observers to the apparent reluctance of Mr Suleyman Demirel, the former Prime Minister and leader of the defunct Justice Party, to throw his still considerable political weight behind the new party.

Mr Ulusu, it is thought, is being held in reserve to bolster the electoral prospects of the party. He showed his good will by allowing the two ministers to resign and join General Sunalp's party. The majority of its 30 founding members are former generals, former senior bureaucrats, conservative writers and some former conservative deputies.

The main rival for conservative votes is expected to emerge

soon under the name of Grand Turkey Party, a well-known slogan used by Mr Demirel.

The organizer of this party, Mr Husamettin Cindoruk, is known to be a close associate of Mr Demirel, and once headed its local party apparatus in Istanbul.

Earlier this month retired General Ali Fethi Esener was recruited to the party, amid much publicity, apparently to make it more acceptable to the military rulers, who now seem resigned to the inevitability of a split in the conservative camp.

General Esener was granted an audience with President Evren last week (following one with General Sunalp), after which he began acting as party leader, a situation which other leading members felt obliged to tolerate.

Yet a third force in the conservative camp is Mr Turgut Ozal, the former Deputy prime minister under Mr Ulusu, and the architect of Turkey's economic stabilization programme.

He has so far snubbed the efforts of the two main contenders to recruit him, announcing his determination to found a party of his own. Although he is said to be hoping to attract the support of the Islamic fundamentalist voters, his strictly Western-oriented liberal economic philosophy had not found much favour with them.



ETA threatens two Basque leaders

From Richard Wigg, Madrid

One of the Basque leaders condemned to death by the Franco regime at the 1970 Burgos trial has now been threatened with death by the hardline politico-military wing of the Basque separatist organization ETA.

Señor Juan Maria Bandres, leader of the Basque Left Party and a member of the Madrid Parliament, was also threatened by ETA for his collaboration in the programme.

The threats were made by ETA's politico-military wing at

a press conference in south-west France last week.

Señor Bandres and Señor Onaindia, who is also secretary-general of the Basque Left Party, both said yesterday that the threats would have no effect.

They said that repentant ETA men were always asked first if they wished to be pardoned by the Spanish Interior Ministry before they were freed from jail or allowed to return from exile without having legal consequences.

Señor Bandres said yesterday that the threats only showed the

"desperation and isolation" of hard cord ETA groups.

● **Jailings upheld:** Spain's supreme court upheld prison sentences of 24, 15 and 12 years on three Civil Guards found guilty of homicide in the deaths of three Spanish youths two years ago, AFP reports.

The youths, mistaken for ETA suspects, were arrested in Almeria. Their bodies were later found in a Civil Guard vehicle which had been set on fire after first being riddled with bullets. The accused claimed the three had attempted to escape.

Cambodia peace idea surprises Canberra

From Tony Dubondia, Melbourne

The suggestion by Mr Lionel Bowen, the Deputy Prime Minister and acting Foreign Minister, that Australian and Japanese troops might provide a peacekeeping force in Cambodia, has taken the federal Cabinet by surprise.

The proposal had not been considered by the Cabinet or Mr Bill Hayden, the Foreign Minister, who is put of the country. Cabinet members were surprised when told of Mr Bowen's proposal, made on Sunday.

The opposition yesterday accused Mr Bowen of "shooting from the hip". Mr Michael MacKellar, the opposition spokesman on foreign affairs, accused Mr Bowen of barging at a delicate international issue.

Mr Andrew Peacock, the leader of the opposition, said Mr Bowen had shown a total lack of interest in the internal conventions of government. It would seem, he said, that the statement was made without the knowledge of the Prime Minister or the Foreign Minister.

Mr Bowen, speaking at a Labour Party conference at Bathurst, New South Wales, said that a political settlement could be brought about in Cambodia ensuring the disarmament of the main forces of the country.

"It is important for Australia to play the role with the Japanese, perhaps on the basis of a peacekeeping force, to ensure that this happens", he said.

Foreign affairs officials said that as far as they were aware, there had been no consideration of such a course involving Japan and Australia and it had not been included in any long-term strategy for bringing peace to Cambodia.

The full text of Mr Bowen's statement has been sent to Mr Hayden who is on his way to Hongkong from Europe.

Yesterday, Mr Bowen insisted that his proposal would be well received by the rest of the Government. However, senior government sources said that it was the first that they had heard of the idea.

● **PARIS:** Cambodian circles here close to the non-communist resistance forces of Mr Son Sann yesterday dismissed Mr Bowen's plan as "unrealistic". AFP reports.

They called the idea good in theory, but said it would be rejected outright both by the Khmer Rouge faction of the resistance and Vietnam.

Moscow all smiles for Dos Santos

President José Eduardo Dos Santos of Angola, left, being greeted on arrival in Moscow yesterday by Mr Andrei Gromyko, the Soviet Foreign Minister, accompanied by Marshal Dmitry Ustinov, the Defence Minister, and Mr Boris Ponomarev, a Communist Party Secretary.

His talks with Soviet leaders were expected to centre on the issue of independence for Namibia and on economic aid, Reuters reports.

President Dos Santos is the first leader from black Africa to have talks with the Soviet leadership since the death of President Brezhnev last November. The Soviet Union has rejected South African and United States demands for linking Namibian independence with the withdrawal of Cuban troops from Angola.

Tass reported later that Mr Dos Santos met Mr Yuri Andropov, the Soviet leader, in the Kremlin for a first round of talks.

In Bonn, the five-nation contact group trying to negotiate Namibia's independence held a "regular working session" yesterday, the West German Foreign Ministry said.

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USSR: Vasil Sichko

By Caroline Moorehead

Vasil Sichko, a Helsinki monitor, is being held in prison in Cherkassy charged with possessing hashish. It is only one in a series of imprisonments suffered by himself and other members of his family, many of whom are part of the dissident Soviet movement.

Vasil Sichko, now aged 24, was sent down from Kiev University after his father Petro had refused to give information about his friends to the KGB.

His first arrest came in July 1978, after a friend's funeral, at which he expressed suspicions about the circumstances that had caused his death. That earned him three years in a corrective labour colony for

"anti-Soviet slander". He was not allowed to appeal. His mother, who had travelled 400 miles to see him, was refused permission for a prison visit.

As his sentence expired, Vasil Sichko was arrested. He denied all knowledge of the package of hashish that was allegedly found on him, and asked for it to be tested for his fingerprints. This was refused.

Witnesses at his trial were prison officers.

His father, who has already served 13 years for his dissenting views, has now been re-arrested, and his younger brother, Vladimir, is serving three years in the labour colony of Volynsk for renouncing Soviet citizenship and refusing to report for military service.

Prisoners of conscience

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JUNE 24 '83 The Labour Party faces a dilemma. A recent poll suggested that Denis Healey would be more likely to take the party to victory than his leader.

Nicholas Wapshott examines the problems

Putting new life in the old campaigner

Ten days ago, on the weekend of the Chequers election summit conference, *Panorama* was preparing a full-scale appraisal of how ready was the Labour Party for a June election. Central to the programme was a long interview with Mr Michael Foot, the Labour leader who, according to the programme's exclusive MORI poll, was much less likely to take his party to victory than his deputy, Denis Healey.

The poll was given to the press and made front page news in the Monday morning papers. The Labour Party top brass was incensed and complaints were made to Alasdair Milne, the BBC's director-general, about the commissioning of the poll—an embarrassment compounded by the fact that Labour depends itself upon MORI for its private polling.

It was one more sign of how sensitive Labour is about the prospect of Michael Foot leading the party to victory on June 9. The facts of the poll spoke for themselves and only confirmed what most party and trade union leaders knew: that Foot's poor showing in the polls made a Labour Government less likely. Their dilemma was this: although Foot had allowed the thought of bowing out in favour of Denis Healey to cross his mind and was planning to consider it seriously once the manifesto had been agreed, the election had come too soon.

In any case, it was pointed out that Healey's poor image among left-wing constituency parties might cause a less than wholehearted effort by many party workers. The commonly held view was that the campaign should attempt to smarten and improve Foot's image as quickly as possible, minimize the chance of his making a gaffe in public and promote Healey into the forefront of the campaign whenever possible.

The Labour Party differs noticeably from the Tories when it comes to campaign organization. Whereas Mrs Thatcher can happily ignore the National Union, recruit her own aides and make her own decisions—taking with them the ultimate responsibility should the campaign fail—Labour's efforts are slowed by the demands of internal democracy. The Labour election team is more dispersed, less pliable than that of the Tories. Those that surround the Labour leader are therefore less important than their Tory counterparts.

The main responsibility for preventing Foot from eating bananas, then throwing the skins in front of himself, falls to Sir Tom McCaffrey, formerly Jim Callaghan's principal aide. He is a soft-spoken Scot who made his reputation as the head of the Home Office press office, particularly in explaining the complexities of Ulster policy.

He sees his role as principally "to make Michael as comfortable as possible. When people ask me whether my title is chief of staff, I tell them, no, it is a cross between friend, aide and valet". It is the third function which has been the most criticized. Foot, with his donkey jacket, his shuffling walk and distracted look, has attracted the nickname of *Wozel Gummidge* from *Private Eye*—a label which has caused more distress than

the perpetrators probably realize inside his Victorian home close to the Heath in Hampstead.

There have been recent conspicuous attempts to smarten up. A new suit caused a stir. The replacement spectacles, making redundant the pair which made him look like a welder, were commented upon, not least for the price. (In fact the total bill reflected the cost of four pairs, three for Michael and one for his wife, Jill Craigie.) Foot's appearance is now a standing joke—and one which will certainly be exploited by the press during the campaign unless McCaffrey keeps a close watch.

During his tours, by train, car, plane and, sometimes, hired private jet, Foot will be accompanied by two "minders", McCaffrey and Bryan Davies, the secretary of the Parliamentary Labour Party. Both will be on their guard against the sort of slip-ups that could distract attention from the thrust of Labour's programme.

Labour's private polling has filled their headquarters in Walworth Road with unlikely optimism. They record that the electorate consider that Labour have the best policies.

The job of structuring the delivery of the Labour message into a coherent campaign strategy is a more difficult task not least because Foot finds delivering written speeches tiresome, awkward and unnatural. His rambling, declamatory style which the Labour faithful so enjoy—he has been speaking in halls filled to overflowing in recent weeks—is difficult to harness.

However, the written speech-cumpress statement is a key element of an effective campaign and one mastered by Harold Wilson, who would start each campaign speech with a new point for newspaper and television consumption, then continue with the body of a speech to last the campaign. The alternative which Foot offers, each speech different, each impromptu, relies upon energetic reporters with good shorthand, and camera crews willing to wait all night for a quotable quote. The Foot method defies news management.

The main brunt of Foot's wayward speaking habits falls on his principal wordsmith, Dick Clements, the former *Daily Herald* journalist who succeeded Foot as Editor of *Tribune*, then stayed for 21 years. He is a loyal Foot man of uncompromising traditional left beliefs, but his influence upon Foot is less than his proximity to him might suggest.

Another key character in Foot's immediate entourage is Henry Newburger, who used to be a senior economic adviser to Geoffrey Howe at the Treasury and was guardian of the famous "Treasury model", by which proposed changes of economic policy can be tested for likely effects. Since he left the Treasury in 1981, amid some Tory blunders, he has been Foot's main researcher on economic matters, sharing his findings with Peter Shore, Labour's economic spokesman.

Foot is also ill-suited to the disciplines of television interviews. He has a tendency to wander from the

point, to gaze out of the set and to let little mannerisms, like twitching his foot, distract from what he is saying. One senior television interviewer described him as "an unguided missile. He's impossible to interview. He doesn't answer the question, he just gets louder". Recently a BBC journalist told Foot literally to pull his socks up before the cameras moved on to him. McCaffrey, who accompanies Foot to all broadcast interviews, seems incapable of curbing his charming, but eccentric, lack of television common sense.

This is not through the lack of effort by another important Foot adviser, his wife, Jill Craigie, in trying to groom him in the ways of the camera. (She is a film director and journalist.) "I tell him to answer the question briefly and not to talk over the interviewer. I think he is improving," she said. It is Jill Craigie that many in the Party credit—some would say blame—for persuading Foot to stand as leader, then to carry on. The truth is less scheming. When their house in Pilgrim's Lane was inundated with telegrams and petitions from trade unionists and party workers begging him to stand, she merely said that such an appeal would be hard to refuse. He heartily agreed with her. His later remark, that "my wife wouldn't forgive me" if he did not stand, was intended as a joke. Many wrongly jumped to the conclusion that he was being henpecked.

Considering the propensity to bungle that has surrounded Foot since he was leader, it is as well for Labour that the party constitution demands a more broadly led campaign. No Labour leader could ignore the party machine as Margaret Thatcher can do. The history of the party as the parliamentary arm of the wider labour and trade union movement, means that the leader is only one part of a wider, concerted effort—however much the media would prefer it to be centred on a single character.

When the leader is an obvious electoral asset with an instinctive grasp

of campaigning and media methods—as was Harold Wilson—the party machinery remains in the background. When, as with Foot, the leader looks like an electoral liability, the ingredients of the Labour coalition come to the fore. So it is this time.

The main instrument of this fraternal fixing is the campaign committee, a large forum made up of representatives of members of the Shadow Cabinet, the National Executive Committee and the trade unions. This will meet at eight each morning, an hour before the daily televised press conference at the transport union's HQ in Smith Square at nine. Until now, the committee has been a large, cumbersome body, of little use in the heat of an election campaign. By the time the campaign is in earnest, many members of the committee will be scattered across the country unable to attend, leaving it a more sharp, decisive body to dictate the main tactics of the Labour campaign.

As long as the committee remained large, many of the important decisions were instigated by a more streamlined steering committee of about a dozen members, among them Denis Healey, Roy Hattersley, Peter Shore, Neil Kinnock and David Basset, the leader of the General and Municipal Workers' Union and the prime mover of Trade Unions for a Labour Victory, which has involved all the major unions except the miners in mobilizing their members to work for Labour in the key marginals. Basset, a keen rose gardener who lives in Leatherhead, has little time for the left, mainly because he believes their divisive campaign inside the party has left it electorally vulnerable to the Tories and their promised anti-union legislation.

Keen Labour-watchers will also be looking closely for the whereabouts of John Gidding, the MP for Newcastle-under-Lyme, who has become known as "the hammer of the Tories". He succeeded Tony Benn as chairman of the influential Home Policy Committee and started a most efficient assault upon the inroads the left had made. He tackled Militant, burying it in time for the general election, and opposed Peter Tatchell's candidacy in Bermondsey. His proud boast is that

he has never this year had to demand a vote in his committee—under Benn it was, bogged down in interminable procedural wrangling which brought Callaghan and Foot to despair—mainly because he fixed the meetings beforehand. He similarly cleared the way for the party programme which has been adopted wholesale as the manifesto.

Those close to Gidding believe that he will keep his visits to Newcastle-under-Lyme, where a majority is secure, to a minimum, spending as much time as possible in London where he can influence the direction of the Labour campaign. He is well liked by Foot and does not wait to be asked before he sets about smoothing potential embarrassments. One political reporter described him as "after Denis, perhaps the most important man in the Party. He is the ultimate fixer, the ultimate squarer of people".

The implication is that, although Foot is leader, Healey is the most important presence in the party. As the trade unions have come to see him as an underemployed electoral asset and gradually rehabilitated him from the role of bogey-man and scapegoat for his persistence with incomes policy when Chancellor, they have recently bolstered his position in the party. Whereas, six months ago, he was visibly depressed, Healey is now cheerful and bouncy.

It is likely that Healey, who has a close and warm friendship with Foot, will be encouraged as never before to help his leader out with the campaign. The deputy leader will never have been called upon to deputize so much, almost presenting Foot and Healey as a double-pillar leadership. While Foot is out campaigning around the country, Healey will be left in charge of the key morning press conferences, presenting a competent, skilful, scathing assault upon the Government.

Healey needs little assistance. His television manner is natural and professional. The organization of his speeches and press releases runs

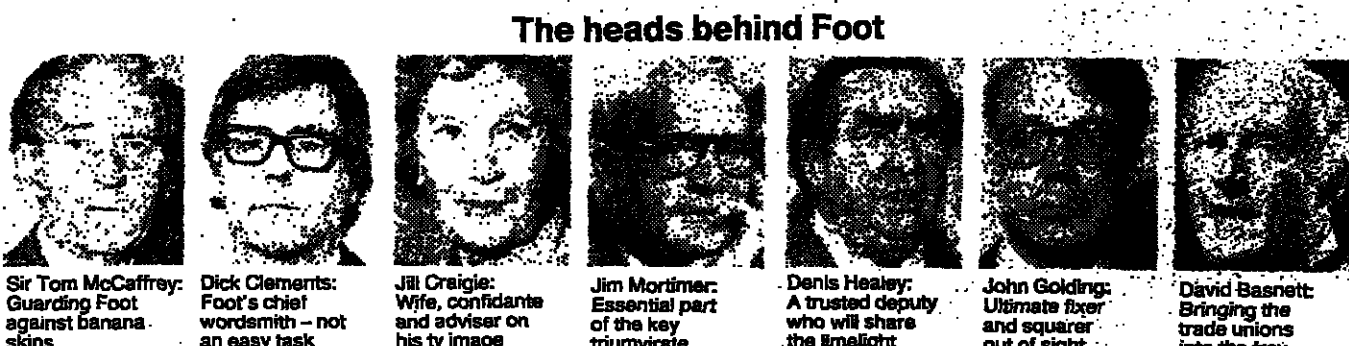
without effort. He could easily dispense with the services of his aide, Richard Heller, the quiet, novel-maniac, formerly a civil servant, who shares Healey's sense of fun. (He once applied to Benn, who was claiming a moral right to the title of deputy leader, for a salary as the deputy leader's research assistant.)

Healey will be an essential third of the triumvirate of leader, deputy leader and the party secretary, Jim Mortimer, who will be in almost constant three-way consultation about the campaign. Upon them will focus the efforts and suggestions of the rest of the party when the campaign committee is not meeting.

Mortimer, who has impressed most sections of the party by his quiet efficiency in the HQ in Walworth Road, takes his constitutional duties most seriously. The Labour Party is quick to point out, as a democratic institution with a set procedure which must be followed, "I hope that this will not make for inefficiency in decision-making," he said. "I must always remember my responsibilities to the NEC and the need for democratic control."

The advice will stream in to this triumvirate from senior members of the party like Eric Heffer and Sam McCusker, who have a right to be heard. Michael Foot will take extra advice from old friends like John Silkin—he and his wife Rosamund go to Glynedebourne each summer with the Foots—and new protégés like Neil Kinnock, whom he considers an ultimate heir. They will take advice from the party machine, especially the resources of Geoff Bish and his research department; Nick Grant, the head of publicity; and freelance hands like Peter Kellner, the *New Statesman's* political editor, who advises on opinion polls, and John Wright, an advertising agent, the party's most recent acquisition.

Through all this, Foot believes that Labour can win outright. He has backed his belief by taking a bet from Prince Charles that there will be a clear result. The Prince of Wales has put up a bottle of claret that there will be a hung Parliament.



The heads behind Foot

Sir Tom McCaffrey: Guarding Foot against banana skins

Dick Clements: Foot's chief wordsmith—not an easy task

Jill Craigie: Wife, confidante and adviser on his TV image

Jim Mortimer: Essential part of the key triumvirate

Denis Healey: A trusted deputy who will share the limelight

John Gidding: Ultimate fixer and squarer out of sight

David Basset: Bringing the trade unions into the fray

Tomorrow

The biggest asset of the Liberal-SDP Alliance in the general election campaign is David Steel's personality, and Steel is astute. But is that enough?

George Brock reports

Cut and run? Well, the origin is, er, clear-cut

MOREOVER... Miles Kingston

used to say: "Cut and run, that's the way". Yours etc

From Chestnut Donnelly

Sir, I was once privileged to work with the late great George Gershwin on a musical (I was the messenger boy, he was the composer) and I well remember him giving this advice to Rodgers and Hart, or Rodgers and Hammerstein as they later became, or, as I believe they now are, Rodgers, Williams, Jenkins and Owen. If the musical isn't working, he'd say, don't rewrite: get rid of a few numbers and trim the whole thing down. Then you'll be on Broadway for ever.

This, I am sure, is the origin of the expression "cut and run". Yours etc

From Rear-Admiral Sir Wakefield Parsonage

Sir, As you were so good to print my letter about Haberdasher, the Yorkshireman, you may be interested in a little reminiscence about my time in India. We hear a lot about the Indian Army, but not much about the Indian Navy, for the very good reason that there was little for us to do. Once a year we had to patrol up the coast to a small port, refuel, and patrol back again. The name of the port was Kuttand. The Army referred contemptuously to this

As the "Kuttand run". I hope this clears up all speculation. Yours etc

From M. Valery St-Jean Stevas

Monsieur, "cut and run" is of course a mistranslation of "couper court" to cut short. Apparently Mrs Thatcher's French is no better than Mr Heath's. Yours etc

From the third Form at St Agrimony, Lichfield

Sir, please, sir, we are doing a special project on linguistics and we all want to be Philip Howard when we grow up, so we were very interested in this discussion about the origin of "cut and run", and we have done a little research, ie, we have written to someone in London to look up the answers for us, this is called doing research on a project in schools

these days. Anyway, apparently in the old days, when the fishermen brought back fish from their fishing trips, they used to lay them out in two big heaps. One for smoking, etc. One for use as fresh fish. The first was called "cut and dried", and the other, of course, "cut and run". We hope you can print this letter.

From Rear-Admiral Sir Wakefield Parsonage

Sir, I see you are starting a new correspondence on the origin of "cut and dried". This takes me back to my early days as an apprentice gin-taster on H.M.S. Intoxicant...

(This correspondence is now closed. Ed. PS I thought "cut and dried" came from flowers. Well never mind. Ed.)

CONCISE CROSSWORD (No 61)

ACROSS	1. Suppress (6)	7. Profoundly wise (4)	9. Decorate (5)	11. Prolonged shortage (7)	13. Union (8)	15. Clothed (4)	17. Exploratory captions (9)	19. Back part (4)	21. Warm jet (8)	23. Tough-skinned pear (7)	25. Clew (10)	27. Show the way (4)	29. Antidipnary exclamation (3,3)	31. Shilly warble (5)	33. Worthy (3)	35. Hormonal glands (science) (13)	37. Eye shields (7)	39. Small herring (5)	41. Nest (4)	43. French abbot (4)	45. Filled pantry (4)	47. Below (5)	49. Goodbye (6)	51. Hospital name (4)	53. Missile (6)		
DOWN	2. Shilly warble (5)	4. Worthy (3)	6. Hormonal glands (science) (13)	8. Eye shields (7)	10. Small herring (5)	12. Nest (4)	14. French abbot (4)	16. Filled pantry (4)	18. Below (5)	20. Goodbye (6)	22. Hospital name (4)	24. Missile (6)	26. Shilly warble (5)	28. Worthy (3)	30. Hormonal glands (science) (13)	32. Eye shields (7)	34. Small herring (5)	36. Nest (4)	38. French abbot (4)	40. Filled pantry (4)	42. Below (5)	44. Goodbye (6)	46. Hospital name (4)	48. Missile (6)	50. Shilly warble (5)	52. Worthy (3)	54. Hormonal glands (science) (13)

SOLUTION TO No 60
ACROSS: 1. Price ticket 3. Tipster 10. Vogue 11. Fox 13. Throat 14. Leg 17. Inhale 18. Out 20. Syn 21. Plasma 22. Chat 23. Yarn 25. Zip 26. Pouch 29. Enables 30. Stocktaking
DOWN: 2. Ruse 3. Cite 4. Tart 5. Cave 6. Eagerly 7. Stethoscope 8. Sausage 12. Enlist 14. Nit 15. Chisel 19. Skillet 20. Say 24. Uhan 25. Zor 26. Pelt 27. Park

FASHION by Suzy Menkes

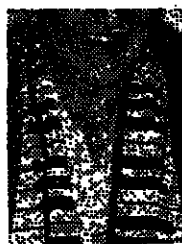
One in the eye for wit

Is fun coming back into fashion?

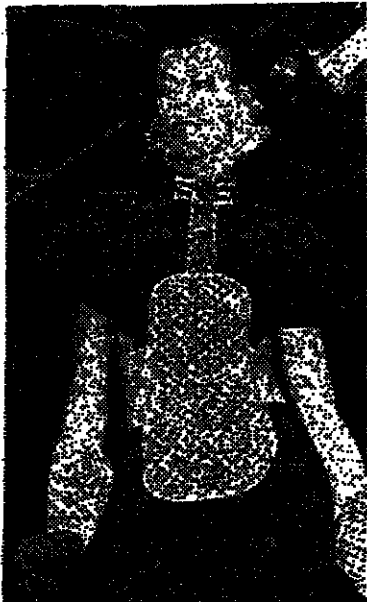
Designers today take themselves very seriously - none more so than the avant garde, whose ripped and wrapped clothes must be treated with the utmost solemnity. So with relief (and a quick dust-down of my sense of humour) I trumpet the return of trompe l'oeil - the visual art of not being what it seems. Bows stitched in sequins, bras appliqued on to T-shirts, hobo dungarees apparently suspended from the shoulders and suit lapels that are actually sewn on to a one-piece dress, all recall the visual tricks of an earlier avant garde: the Surrealists. Their fashion friend was Elsa Schiaparelli whose wit cracked through the 1930s. She produced the ultimate fashion follies, like a couture suit with edible buttons made of cinnamon, a hat in the shape of a shoe, a trompe l'oeil scarf knitted round the hips of a sweater, a necklace strung out of aspirins. "Schiap" sent up the good-taste Chanel bow with her most famous trompe l'oeil sweater, the inspiration for this summer's sequinned neck bow (right) by designer Murray Arbed, himself a witty and engaging man. You have to have a certain personality to poke fun at fashion. The natural successor to Schiaparelli is Karl Lagerfeld, whose collections for Chloé contain a wealth of witty visual tricks, from the music note accessories and strategically placed sequinned guitars in his current collection, to his showers of beads, pouring down the back of a slinky dress from embroidered taps. The line between wit and kitsch is a fine one - well-illustrated last week by contrasting the classy Chloé musical theme with the piano keyboard scarf worn by Liberace on his arrival in London. Wit is the pair of liquorice black miniature records dangling as earrings at Liberty. Kitsch (or worse) are Schloë scarves with trompe l'oeil suspenders. Wit is Warm and Wonderful's sheep sweater, with one black fleece knitted into the rows of white. Kitsch (and meant to be) is David Shilling's cocktail hat, with glass, straw and glacé cherry balanced on the crown. It is a sad fashion fact that wit tends to come expensive. The most appealing of the trompe l'oeil tricks are made by designers - often even by haute couture, perhaps because no joke looks cheaper than one which is horribly made. The exception is the T-shirt, a litmus paper of style that tends to pick up on fashion trends as soon as they emerge. At Camden-Lock I spotted a "skeleton" T-shirt - white ribs picked out against a black body. (Schiaparelli did that first in wool in 1929). Benetton have sent up

RIGHT
Schiaparelli's send-up of the Chanel bow. Her knitted trompe l'oeil sweater of 1927. From *In Vogue* by Georgina Howell, published by Allen Lane.

FAIR RIGHT
Trompe l'oeil tricks: Murray Arbed's pure silk satin cocktail dress with 'bow' embroidered in sequins. In black with white or pastel colours to order from Murray Arbed, 169 Sloane Street, London W.1. Crystal and pearl hoop earrings by Sarah Booth to order from Harvey Nichols.



Liberace on a high camp note arriving in London last week in his piano keyboard scarf.



RIGHT
Karl Lagerfeld's witty sequinned guitar dress from Chloé, 173 New Bond Street, W.1.

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Vivienne Westwood's bra-on-the-outside collection with their witty trompe l'oeil T-shirt which has a Jacy bustier top, complete with bosoms, printed on to a plain white ground. There is also the fob watch, drawn trompe l'oeil on to the breast pocket, a fresher version of the tuxedo T-shirt that I bought first in New York five years ago. Witty accessories like 'jewelled' bow ties or fruit necklaces are widely sold. I am all in favour of cheap-and-cheerful, if it can be done. And in this summer of grey skies, it seems a splendid idea to wear your chic in the shape of a knitted-in scarlet heart, on your sweater sleeve.



Fashion Editor's COMMENT Choice for summer wears thin

The shops are bewailing the lack of trade and bemoaning the weather - as well they might in this wet, cold spring. For who in sound mind and would-be healthy body is going to walk out now in high summer clothes?

But is it really the weather that is new - or the merchandise? The old country saying is "ne'er cast a clod 'til May is out". Those buyers who cast caution to the Siberian winds by stocking up with crisp cottons in February ought to heed that warning.

Most women are sick and tired of their well-worn winter wardrobes. At the smallest temptation we will hand the contents of our cupboards to the dry cleaner and look for something new. But if we are being asked to part with a serious sum of money, it must be something that gives us maximum fashion mileage.

I have now divided my wardrobe into three: everyday clothes, evening clothes and holiday clothes. The last category - and the one I wear the least - contains all these light clothes that are currently jammed on the shop rails, some already being marked down.

My cupboard contains mainly wools, leather and thick cotton weave separates that I expect to wear all year round, except in a sudden heatwave. I invested this year in a smart (and expensive) linen and cotton outfit. Even if the sun comes out strongly from now on, I will have had 12 weeks' wear out of it.

If I were a buyer (and I am in the fortunate position of not putting my money where my typewriter ribbon is), I would rethink my stock to take account of the British weather, which requires quite a different wardrobe than southern Europe or the United States. Even the heatwave summers of the Seventies were very short and started late - too late for shops whose peak selling time is supposed to be March, April and May.

There are, of course, plenty of clothes about that you can wear now especially summer knits (of which more next week). But part of shopping is psychology, and it is hard not to suspend belief in summer clothes when you tramp in from rain-soaked streets and leaden skies to be surrounded by white linen sundresses or slithers of peach silk.

The same applies, even more markedly, with shoes, when there is a (literal) gap between flimsy, strappy summer sandals and the wintry puddles outside.

I realize that buyers are purchasing in advance of the season; that designers (especially overseas ones) may not be acclimatized to our weather; that a lot of people now take early holidays; that the sun may shine tomorrow. But I also know that if women cannot find what they want, they will vote with their feet, choose wellies instead of sandals, and put their cheque cards away.

No-one - least of all the fashion business - can bank on summer.

Hat Show

Brim full of colour to crown it all

Hats turned heads and drew the crowd at Harrods last week. A buzz of excitement usually reserved for Ascot greeted their shows of a new collection of hats ritzy and fetching.

The rise of the crown like a well-cooked soufflé is the news from the leading milliners, who included our own Frederick Fox and Graham Smith as well as Givenchy, Nina Ricci, Jean Barthelet and the great Madame Paulette from Paris. At 83, the grande dame of the grand hat still produces sumptuous confections, especially a delicate black and white hat with gauzy layers like some unfurled flower.

Black, white and red were strong colour stories, often used in surprising combinations of pattern or fabrics. I liked Givenchy's stunning striped leather boater, a kind of Showboat chic at couture prices. An ingenious mix of felt with straw is the new all-weather idea from Jean Barthelet, "just the thing for the Derby," according to Harrods hat buyer, Miss Rowcliffe, who may find that this winter-into-summer idea works as well for a wet and windy Ascot as for Epsom Downs.

Freddie Fox made the prettiest hats in the show, like his shiny lilac straw braid decorated with mauve shells. Hyacinth or campanula blue was another strong colour theme, elegant in small hats with neat veils, although hats in general seem to be getting bigger. I liked Philip Somerville's chic red straw cocktail hat bobbing with ripe cherries.

The resurgence of the hat is a fashion feeling that came from the street. The tribes and boaters commandeered by both sexes last summer seem to have encouraged women to take hats more seriously. Miss Rowcliffe says she notices that women now come into the hat department with a dress they have bought elsewhere in the store, looking (as the milliners always say we should) at the overall proportions of an outfit.

The influence of the mannish hat, and especially the high crowned hobo hats, is clearly visible in the new trends. But designer hats bear little relation to the cheap-and-cheerful headgear you plunk on your head and wear in the rain.

For a start, a good hat fits the crown so that the balance with your head looks as though nature almost intended it. Also, the proportions and shaping of the actual hats are delicate and accurate. A lot of this season's trimmings are quite plain and mannish, with the favourite a wide grosgrain band (sometimes striped). But when the trimmings are more exotic - like the Freddie Fox shells - they are beautifully made. In Paulette's case at least, the hats deserve to be called works of art.

TOMORROW

Joanna Lumley tells how a dress rehearsal began with a song and dance and ended up with tears

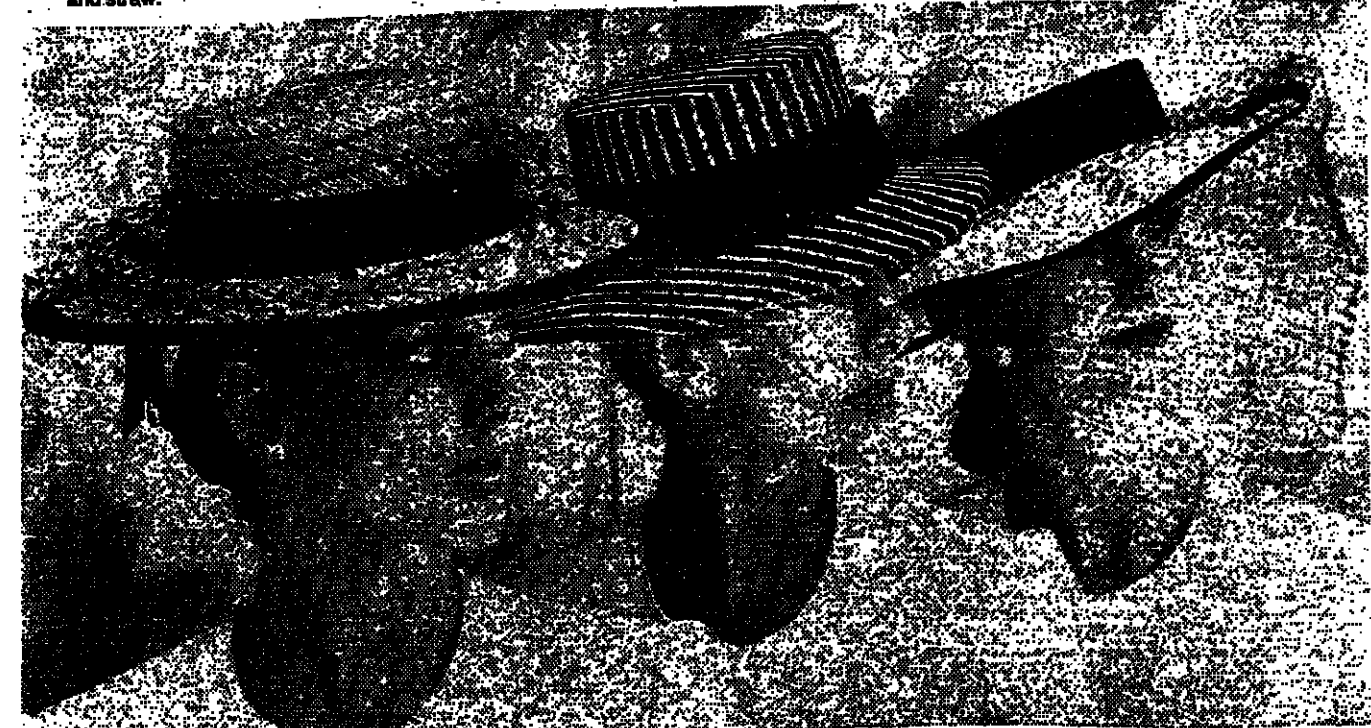


ABOVE:
The deep-crowned cloche by Graham Smith

RIGHT:
Jean Barthelet's high-crowned felt hat with straw brim.

BELOW:
left to right: Graham Smith's rice straw with small veil, Givenchy's striped leather boater, Jean Barthelet's veiled felt and straw.

Photographs by SURESH KARADIA



Make-up by CLIFFORD BRAKE for Yves Saint Laurent Beauté using their L'Éte Bleu Range.
Hair by CLIFFORD BRAKE for MICHAEL JOHN
Photograph by NICK BRIGGS



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WHEN NEW HOPE IS NO HOPE

At the heart of the Labour Party's programme for government is what is described as a new partnership with the Trade Unions. The last Labour Government, with Mr Foot at the Employment Ministry, passed several Acts which gave the Trade Union movement and Trade Union officials a wholly undeserved position of privilege within industry. Trade Union privileges were supposed to be traded for their support for the general policies of the Wilson/Callaghan governments. They were secured by Mr Foot's ceaseless vigilance over those policies, checking out every proposal put out by his Cabinet colleagues with Mr Jack Jones of the Transport and General Workers Union. It was an informal process which nevertheless left the Trade Union movement with a feeling of constitutional self-importance which still endures, in spite of the studied refusal of the Thatcher government to accord Trade Union leaders the constitutional respect which they think they deserve.

A new Labour Government elected on June 9 would change all that. It would move far beyond the informal subservience which Ministers showed before 1979, but which had already failed to prevent the trade unions treating the Labour party with contempt throughout the winter of discontent. A new Labour Government in 1983 would introduce a whole apparatus of statutory Trade Union control over far more aspects of economic and social life than hitherto contemplated in this country.

The Trade Unions will be given a statutory presence in virtually every branch of government. They will have a say in determining the annual economic assessments. They will be involved in determining where to invest people's pensions. They will inhabit secondary school classrooms and dominate school career planning. They will plan the expansion of new technology. They will sit on all national planning councils directed to determining company activity at every level. Presumably they will be on hand to bully the banks into co-operating with government reforms or else face selective nationalization. They will certainly stand by to see that the recipients of all public sector contracts agree to "positive action" on equal pay -

whatever that may mean. Doubtless also they will be judge and jury in the odious system of "guilty-until-proven-innocent" which a Labour Government would wish to introduce into the areas of sex, race and pay discrimination.

Last time we had the Social Contract. This time we come close to Social Control. For the policies which the Labour Party has put forward in "The New Hope for Britain" are based on an illiberal sense of overweening officiousness which sits only too easily with the attitudes displayed at Labour Party conferences by the bullies of the block vote. If the Trade Union leadership is to be allied so closely with a Labour Government - not only as its financier but as its mentor too - then it will obviously have a say in all the other areas of interference and coercion listed in this programme.

There is the proposed nationalization of all tenanted land; the public acquisition of any property "held empty without justification" (whose justification?); the repurchase of council houses sold to new owner-occupiers by this government; the encouragement of workers to turn the firms which employ them into co-operatives; the insistence that newspapers take new publications, regardless of whether or not the newspaper assesses such a publication to be a saleable proposition; the public acquisition of any profit-making activity in private health; the "integration" of private schools within local authorities, whatever that means; the re-nationalization of all companies privatized by the Tory government, along with a new and presumably dominant public stake in electronics, pharmaceuticals, health equipment and building materials.

The list appears to be almost endless. It would certainly seem to defy the tolerance of a five-year parliamentary time-table. Perhaps that is why some of Labour's apologists in that dwindling band of ex-Gaitskellites can grin and bear it. Perhaps they feel they can argue to themselves, if not at present in public, that much of this manifesto will never materialise. But then we discover the immediate commitment to abolish the legislative powers of the House of Lords, followed shortly by the Upper House in its entirety. What need is there for that second chamber when we have

the Trades Union Congress in all its glory?

The thrust of this argument is that it is only Labour's emergency programme of action which should be taken seriously. That is alarming enough. There is the commitment to effect a radical change in the external circumstances of the country by leaving the EEC, removing all nuclear weapons from the United Kingdom and creating a new degree of instability within the Alliance. That is the fundamental aim of most of the Party activists and of its present leader. Their purpose will not be deflected simply by the insertion of a few weasel words which enable Mr Healey and Mr Hattersley to behave like the hounds in the Russian proverb, whose membership of the pack requires no barking but merely a wag of the tail.

The emergency programme refers to a "massive programme of expansion", based on huge public borrowing and the purchase of jobs. Given the power of the public sector unions, and the whole record of Labour-controlled councils, those jobs will be easy enough to find in the public sector. But who will pay for them from the dwindling profits of a private sector assaulted by new controls, trade union powers, and inevitable increases in interest rates caused by such a profligate approach to the public purse? In 1975 government borrowing was nearly ten per cent of gross domestic product, and yet the Wilson/Callaghan years witnessed a doubling of unemployment. Since then we have watched the Mitterand experiment fail for the same reasons. Yet the Labour party, in the face of all the evidence, persists.

In due course the detailed policies in this document will be fully examined on these pages. What becomes immediately clear, however, is the tone of this manifesto. There would be an unpleasant atmosphere created by an incoming Labour government determined to introduce economic and social policies far to the left of any programme in West Europe, including that of the Italian Communist Party. The atmosphere would be xenophobic, illiberal, syndicalist and confiscatory. This Party promises the moon; but it would have to borrow the moon. Somebody else, as always, would have to pay. There is no "New Hope for Britain" in this document. There is no hope.

TYRANNY BEGINS AT HOME

A new round of talks on limiting medium-range nuclear missiles opens today in Geneva at a particularly low ebb in East-West relations. Yuli Kvitsinsky, the chief Soviet negotiator, has already on arrival blamed the lack of progress on American blocking of Soviet proposals. But last week, at the European nuclear disarmament convention which brought together in West Berlin representatives of 400 peace groups, delegates had to face the issue that peace in Europe is indivisible from human rights, freedom and self-determination.

They were told in messages brought secretly from unofficial peace groups in the Soviet Union, Czechoslovakia, and East Germany, that campaigning in one-sided protest against the deployment of NATO missiles without taking properly into consideration the realities of life in the Soviet block, actually makes a peaceful resolution of the East-West conflict less likely.

At a secret meeting in East Berlin, unofficial peace campaigners told a handful of delegates from Western countries and Japan that the credibility of peace proposals by the Soviet Union and other East European countries was seriously undermined by their refusal to grant exit visas to those who wished to participate in the convention. And the point was made vividly real when an unofficial peace demonstration organized in East Berlin by leaders of the radical West German Green Party lasted only minutes before they were seized by security police.

In countries of the Soviet block, anything which is not controlled by the ruling communist party is suspect and liable to suppression by the authorities. The decisions of the government

are not subject to the pressure of public opinion as they are in the West, nor need the government be concerned that investigative journalism will reveal in the national media the rulers' failure to comply with the principles of international agreements, whether on disarmament or human rights.

The unofficial Moscow peace group gained no publicity in the Soviet media for its aims "to establish trust between the USA and the USSR". Its members have been arrested, confined in psychiatric hospitals, forced into exile or subjected to other forms of police harassment. One of the founders, Sergei Batovnik, has received an exit visa and is expected to emigrate with his wife and daughter this week.

Most people who wish to leave the USSR, however, would be refused an exit visa should they dare to apply. In the case of Academician Andrei Sakharov, who last week was refused permission to accept a visiting professorship at Vienna University, the Soviet authorities failed to show any consistency even by their own standards. The Soviet Minister of Justice, Vladimir Terebilov, declared during his recent visit to Sweden that when Sakharov won the Nobel Peace Prize in 1975 "no one prevented him" from travelling to Stockholm to receive the prize. True, but only half the truth. Sakharov decided not to go to Sweden for fear that he would be unable to return to Moscow to continue his work for human rights.

Since he was exiled to Gorky in 1980, however, his activities have been drastically curtailed. He is now prepared to emigrate, but the authorities insist that because of his work on nuclear weapons in the early 1950s he knows too many state and military secrets to be allowed to

leave. Had Sakharov ever the slightest intention of betraying national secrets he could have done so while still in Moscow; his patriotism has never been in doubt.

Soviet definitions of treachery are infinitely variable. Moscow vigorously denounced the Iranian regime for forcing Nureddin Kianuri, the leader of the communist Tudeh Party, to confess on television that he had spied for the USSR, since such performances "after physical and moral torture" are certain to "predetermine the verdict of the trial". But shortly before the trial of Valery Repin began last week he and his wife were compelled to appear on Soviet television to "confess" that the Solzhenitsyn Fund to aid the families of political prisoners, which he had helped to manage, was connected with the CIA - an allegation totally without foundation. The fund comes under the jurisdiction of the Swiss government; it is financed by the abundant royalties of Solzhenitsyn's *Gulag Archipelago*, and is involved only in charity.

Repin faced a charge of "high treason", but having been compelled to cooperate with the authorities after fifteen months of interrogation, could expect to avoid the death penalty. Still to come to trial, however, is Sergei Khodorovich, the main administrator of the fund; his life is clearly under threat.

No negotiations can reach a successful conclusion in an atmosphere of such distrust that even links with the West for charitable purposes can result in accusations of treachery. Progress in disarmament and other related matters would be much easier to achieve were the Soviet Union to adopt more reasonable behaviour regarding the rights of its own citizens.

Land of the free

From Mrs Rosanna Smallwood
Sir, I must challenge the superficial holidaymaker's impression of Mrs Potts (May 10). To the tourists my lovely country may appear only as a charming, but to the natives who have to face the daily realities of life in Italy the picture is a rather different one.

Has Mrs Potts paused to consider what happens when those qualities

which she admires are extended into the fields of education, justice, medicine and politics?

The accused languishing in jail, the applicant confronted with the nonchalance of petty officials, the businessman claiming a tax rebate and the voter who seeks redress for some grievance take a far less tolerant view of the careless abandon which Mrs Potts is so quick to celebrate. She has mistaken road smiles for happiness and self-assurance for freedom.

An Italian writing this letter to a newspaper would be unwilling to add name and address for fear of the consequences.

She asks, "Where is the land of the free?" Sadly, it is not Italy!
Yours,
ROSANNA SMALLWOOD,
(near Canale Clapetto),
183 Gloucester Street,
Cirencester,
Gloucestershire.
May 11.

Positive policy on rating reform

From Mr John Raven
Sir, Of course Peter Croft is right (May 11) to reject Geoffrey Rippon's purely negative proposal to derate industry. The alternative, positive policy is to give all business ratepayers greater influence over rate raising and spending.

Mr Livingstone's antics, which are duplicated and exceeded, with much less publicity at many other points in local misgovernment, reflect a costly and dangerous gap in our democracy.

Vast sums are levied and liquidated by local authorities without any reference, let alone deference, to the views of business ratepayers who, in the GLC area, for example, provide more than half the rate revenue.

Activists have realised that they can squeeze more and more out of these commercial milch cows to give practical effect to their own extreme views and to support other types of welfare expenditure likely to assist their own re-election.

This is taxation without representation in a particularly obnoxious guise and genuine rate reform must include measures to redress it.

One way would be to restore some form of business vote. Another, more constructive method would be to reserve seats on all councils in numbers proportionate to business rate contributions and let business appoint its own representatives through quasi-public organisations on the lines of the very powerful and efficient German chambers of commerce.

Fair business representation, achieved by these or other means, would ensure more democratic control of rate-raising and allocation and bring business disciplines to bear on those errant authorities which are now being run, at the best, as bizarre welfare extravaganzas and, at the worst, as proving grounds for a Marxist Britain.

Yours etc,
JOHN RAVEN,
Reform Club,
Pall Mall, SW1.
May 12.

Prison overcrowding

From the Director General of the Prison Service

Sir, You published on May 13 a letter from Mr Antony Fletcher suggesting that prison overcrowding could be substantially relieved if greater use was made of open prisons.

Contrary to what he says, the Prison Department of the Home Office has taken action on this. In line with the recent reports, we have revised the procedures for transferring prisoners to open conditions. At the moment the open prisons are at all intents and purposes full. On May 13, 3,561 places out of a total of 3,642 were occupied.

We are now seeking to redefine, in discussion with the local authorities concerned, the type of inmate who can be sent to particular open establishments. If this leads to a need for more open prison places, of course we shall respond. But the Prison Department has a continuing responsibility to the local communities in which its establishments are situated and the protection of the public has always to be the first priority.

Yours faithfully,
C. J. TRAIN, Director General,
Prison Service,
Home Office,
Queen Anne's Gate, SW1.
May 16.

Eating squirrels

From Dr B. W. Martin
Sir, In the 1880s the noted naturalist, the Reverend Octavius Pickard-Cambridge, Rector of Bloxworth, Dorset, as well as writing papers on squirrels, regularly provided them as the local delicacy in the shape of squirrel pie for lunch. They had a rather nutty flavour.

He was more famous for his work on British spiders, but I have no evidence of them appearing on his menus.

Yours truly,
BRIAN MARTIN,
Magdalen College School,
Oxford.
May 9.

From Mr D. E. Lee
Sir, Old "Erb Gardner, who was famed as a squirrel expert in my boyhood home of Wingham in East Kent, would reply to enquirer: "Wetly nice, but ruddy tails is tough".

Yours faithfully,
D. E. LEE,
Shorl,
Orchard Rise,
Greenwich,
Kent.
May 10.

All-purpose dogs

From Mrs Jennifer Winch
Sir, Replying to Miles Kingston's article on dogs ("Moreover", May 9) may I remind him that for many people dogs are their eyes, for others their ears, for the police their nose in detecting drugs and their ally in fighting crime; but above all, for thousands of men, women and children throughout the country dogs are their best friends and devoted companions?

Yours faithfully,
JENNIFER WINCH,
Southwood House,
9 Southwood Avenue,
Coombe Hill,
Kingston-upon-Thames,
Surrey.
May 12.

Solzhenitsyn and the test of faith

From Mr Graham Dunstan Martin

Sir, Solzhenitsyn (feature, May 11) is a great man and a great writer, whose honesty, selfless courage and compassion are evident in every line he has written. He comes, however, from a society in which good and evil have been polarized. For the oligarchs of the Absolute State nothing is good but communism. For Solzhenitsyn and those who think like him, nothing is good but Christianity. He is not used to the lesson that we in Britain have learnt over the centuries: that human societies can live in peace and freedom only to the extent that they tolerate a variety of viewpoints.

Moreover, the West is in fact less intolerant than it used to be. Spiritual values were not served by churches that confronted each other with weapons of dogma and words of anger, nor by the automatic churchgoer whose prayers were a mere lip-service to social custom. The modern ecumenical spirit, the contemporary surge of interest in the great religions of the East, shows a reawakening of spirituality: the willingness to recognize that Christians share their fundamental truths with others.

It is, in fact, your own attitude that alarms me more. Your leader of May 12 claims that "it is faith, not reason, which lays the foundation of freedom and autonomy" and comes dangerously close to suggesting that to contest Marxism on rational grounds is to concede its rightness ("To reason with such Marxist implacability is to concede to it").

Certainly a belief in God may guarantee the value of human individuals. But faith is not enough. For on what grounds should one choose one faith rather than another? Are we (as Celsus suggested) to toss a coin? On the contrary, humane values and reason are inextricably combined, for both spring out of respect for individual autonomy. A state which is built on lies, terror and persecution may properly be termed irrational.

To abandon reason to the enemy is surely a kind of unilateral disarmament. Let us hope, Sir, that in your next leader you will lay claim once more to this essential weapon.
Yours etc,
GRAHAM DUNSTAN MARTIN,
21 Mayfield Terrace, Edinburgh.
May 12.

Third-party issue

From Miss Betty Kemp

Sir, Although I incline to think that Burke, like statistics, may be made to prove anything, he should perhaps be quoted not only on the monarch's prerogative, but on the monarch's prerogative, of dissolution (Mr Hodson, May 10) but on its misuse.

The dissolution of 1784 which Burke labelled "petit" and stigmatised as "murder" was no less iniquitous than the murder of a man, ended a parliament which had lasted for less than four of its permitted seven years; its "crime", as Fox said, was that it did not support the government.

I believe we are in danger of gently sliding, or being pushed, into the old device that governments, once in office, have a divine right to power, and therefore a greater right to survival than the elected House of Commons has. They have not.

A government's response to lack of confidence on the part of the Commons should be to resign, as should be its response to defeat on any issue of importance, unless there is a real probability that, on that issue, the country agrees with the government, and not with the Commons.

The qualification, "unless..." which was rejected by Fox and Burke, would probably now be generally accepted. But the acceptance should not be construed as a shift to the view that dissolution is nothing but a weapon in the government's armory.

Defeat on the Speech from the Throne (Mr St John-Stevens, April 30 and Mr Golding, May 4) is the strongest possible expression of the Commons' lack of confidence; to meet it by dissolution would take from the Commons the last shadow of their right to force ministers to resign. It would also take, or attempt to take, from the electorate their absolute right to vote for what candidates they please, whether or not this produces what has come to be called a "hung parliament".

If a parliament is hung between two parties the government's position will be rightly, be precarious; if it is hung between three parties the government's position will depend largely on its own composition.

If it is composed of members of one party, and if the other two

"Ultimate things" was an enormous contribution to our thinking, not only on the coming election, but also on our present way of life.

To come down to one detail: the materialistic craving for things, the extra car, the second TV, the exotic holiday, are forcing many women to neglect their young families and fill jobs which should be held by men, one product of which is the latch-key child, whose sole amusement in the absence of mother is either annoying the neighbours or staring at the TV, resulting so often in juvenile delinquency following a sense of deprivation.

Shall we ever return to the basic principle of father providing and mother caring?

Yours faithfully,
C. L. TUCKWELL,
Gobions,
Great Bardfield,
Braintree,
Essex.
May 13.

From the Reverend D. M. Stanesby

Sir, Your leader of May 12, "Ultimate things", contains assertions of such breathtaking nonsense that it is beyond the resources of a short letter to deal adequately with them all. But perhaps the most dangerous underlying fallacy in your argument concerns your identification of religious faith with irrationality.

As far as Christianity is concerned this is historically inaccurate. Western Christianity, which you are at pains to see preserved, has from its inception explored and presented its faith as a highly rational affair. Indeed, the development of the Western scientific tradition owes much to the Christian insistence on man as a rational being.

But what is more to the point is that your equation of religious faith with irrationality is both absurd and dangerous. Absurd because presumably your leader is an attempt to present a rational argument to rational men. How then can your man of irrational faith evaluate it? Dangerous because the alternative to reason is not faith but blind fanaticism and its consequent violence. Is that what you wish to advocate?

Yours faithfully,
DEREK STANESBY,
St Chad's Rectory,
1 St Chad's Road,
Manchester.
May 12.

normally combine against it, then its position will no doubt be precarious; if it is composed of members of two of the three parties, then it could enjoy a perfectly adequate and steady support in the Commons. "Our system" (Mr St John-Stevens) is not "seared by the parties"; it is meant "dependent on these parties only two". It is "seared" by two sides in the sense that, however, many parties there may be, all MPs must vote for or against government proposals.

Perhaps for precedents, or for wisdom, we should look back not to 1784 but to the middle years of the nineteenth century, when the House of Commons was stronger in relation to the government than it is now, even if we do not go so far as to assert with Gladstone (who was also looking back from a different situation) that Britain was "never better governed" than in those years. I am, Sir, etc,
BETTY KEMP,
St Hugh's College,
Oxford.
May 12.

From Mr R. J. Hall

Sir, May 12 is allowed to question whether the issues at the coming election are quite so refreshingly clear as your leader of May 10 suggests? You dismiss a "hung parliament" as undesirable because it would "inevitably produce a period of parliamentary instability".

No government in recent years has had the support of a majority of the electorate. The electoral roulette wheel has produced a succession of unrepresentative governments with deeply divisive policies for which Parliament has performed been no more than a rubber stamp.

A "hung parliament" might at least make parliamentary discussion a reality. Call it horse trading if you will, but policies commanding broader popular support would be hammered out and the world would be a better place for it. Do we not believe in the virtues of the free market and consumers' choice? The consumers, the electorate, should have a more effective say.

Yours faithfully,
R. J. HALL,
16 North Walls,
Chichester,
West Sussex.

money "given" back to us will have to be spent on the instructions of the EEC. Obviously any refund is worth more to us if we can use it as we wish, perhaps even for the reduction of taxes. If it has to be spent on objects decided in Brussels, relief for those to be put out of work by future EEC policies, or the creation of EEC cultural centres, the value to us might be regarded as reduced.

Your report does, however, seem to make clear that VAT would be likely to have to go up, since more VAT would have to be paid to Brussels, and that there would have to be a considerable increase in complicated bureaucratic dealings with Brussels.

Some of us would like to see less timidity about criticizing the making of extra bureaucratic business in Brussels. There has been no such timidity about putting bureaucracy in Whitehall under investigation.

Yours faithfully,
H. E. GILMOUR,
17 Carlton Road,
Felling, W5.
May 8.

Security and the lie-detector

From Professor D. W. Elliott

Sir, Anyone who has looked into the use of the polygraph in the United States without being associated with the lie-detector industry will be dismayed to learn that the Security Commission has recommended a pilot scheme to use it in counter-intelligence operations.

Over 50 years of use in the United States has entirely failed to remove serious doubts about its efficacy in any real sense of telling truth from falsehood. Such efficacy as the polygraph procedure does possess rests on bluffing the person subjected to it.

Such popularity as it possesses for "customers" rests on the fact that the latter are dealing either with subjects who can be bluffled, e.g. certain types of criminal suspect, or with those who can be required to submit to it, and to an adverse "finding", without the possibility of redress, e.g. applicants for jobs.

The Supreme Court has not considered the matter, but adverse reports by Congressional inquiries, showed clearly enough the polygraph procedure's scientific and ethical shortcomings. After these reports, use of the polygraph by government agencies declined considerably and the main customers now are private industry and police prosecutors.

Opposition by civil rights groups and trade unions has steadily grown, but the continuing health of the lie-detector industry is nourished by a deep-seated public credulity on the matter.

In America more than most places technology is regarded as the new "magic", which can do anything: after such feats as putting a man on the moon, telling truth from falsehood must be easily possible. What the technology can do is to induce flawed individuals to make confessions, which may or may not be true. In that sense, the procedure works for some individuals, but only at the cost of subjecting everyone to whom it is applied to a highly degrading, wide-ranging, and upsetting assault on the personality.

Resting on the truth that everyone has something to hide, the procedure ferrets out all guilty secrets however remote or internal to the subject, in the course of asking whether the subject has anything relevant to hide.

The great difficulty faced by objectors in the US is the fact that a large and vocal vested interest has got itself firmly entrenched. What could have been quietly strangled in the early days appears now to be impregnable, and one can only hope that the proposed boycott of the Civil Service unions will prevent the introduction into our body politic of the thin end of a very unpleasant wedge.

Yours faithfully,
D. W. ELLIOTT,
University of Newcastle upon Tyne,
Newcastle.
May 13.

Unemployed doctors

From Dr Andrew R. Potter

Sir, It is true that many junior hospital doctors work in excess of 80 to 100 hours per week, but does Mrs Digory (May 7) wish to become the patient of a new doctor every eight hours throughout her next stay in hospital? This is implied if we are to work more normal hours in order to employ surplus doctors.

Patients may welcome the change of nursing staff three times a day, but I doubt they would relish repeating their symptoms and being re-examined so often by different teams of doctors throughout an acute illness. Continuity of care is important.

Of greater concern to junior doctors is the insecurity of mere six to 12 month contracts of employment and the poor pay for the long working week.

Yours sincerely,
ANDREW R. POTTER,
Kent and Sussex Hospital,
Mount Ephraim,
Tunbridge Wells,
Kent.
May 9.

On a clear day

From Mr Donald Clark

Sir, Philip Howard's article on Lincoln Cathedral (May 6) refers to its being visible 30 miles away when illuminated at night. It may be of interest to record that from a hill-top north of Brigg, on a clear day, the cathedral can be seen 30 miles to the south, and York Minster can be seen at a slightly greater distance by turning to face north-west.

Yours faithfully,
DONALD CLARK,
Lezars,
92 High Street,
Newport Pagnell,
Buckinghamshire.
May 7.

Financial constraint

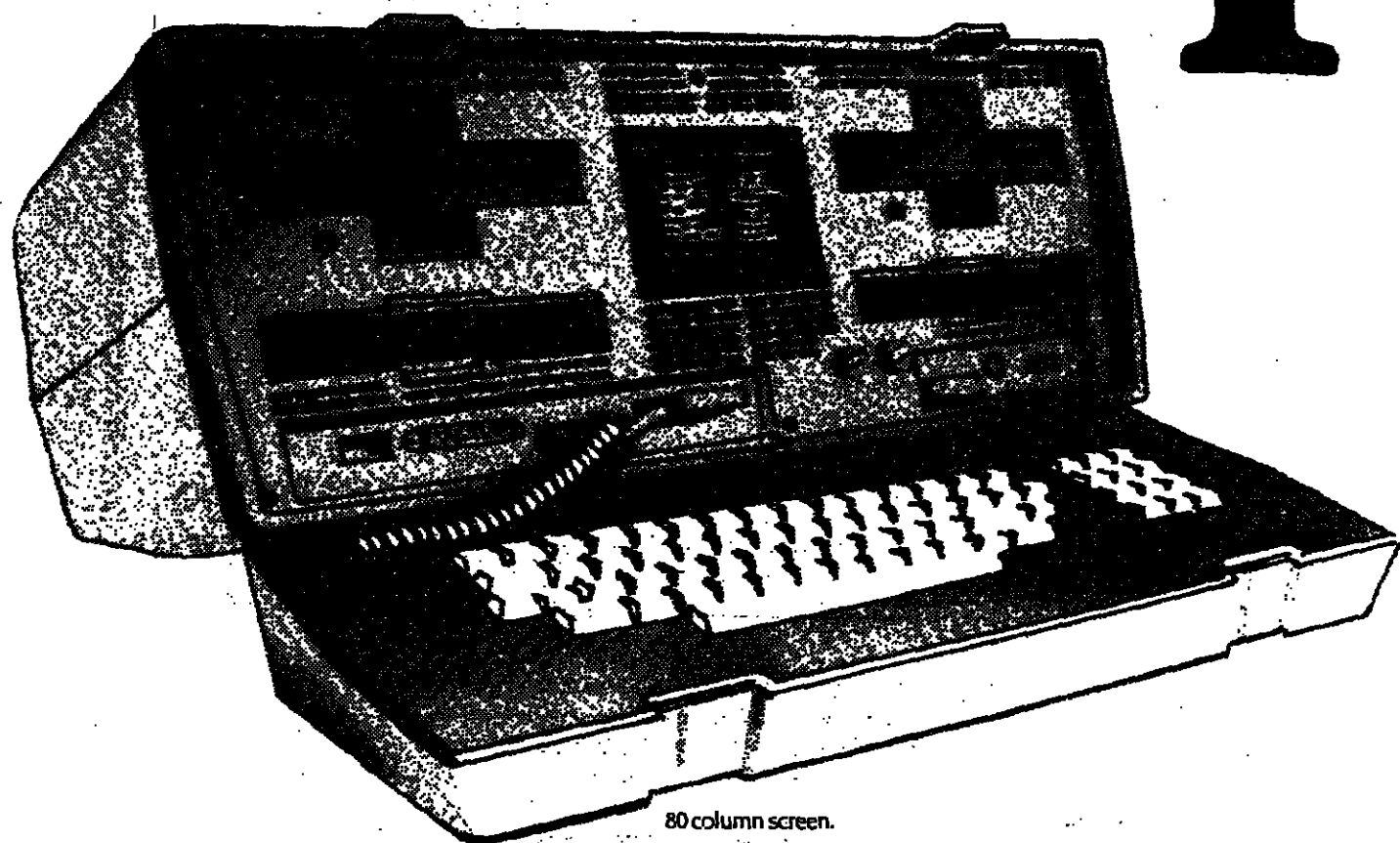
From Mr R. V. Marshall

Sir, Should not an eminent barrister tell the whole truth? If Mr Owen (May 11) received his pocket money weekly, like most others, did he really wait 18½ years before making his post office deposit or did he supplement his income?

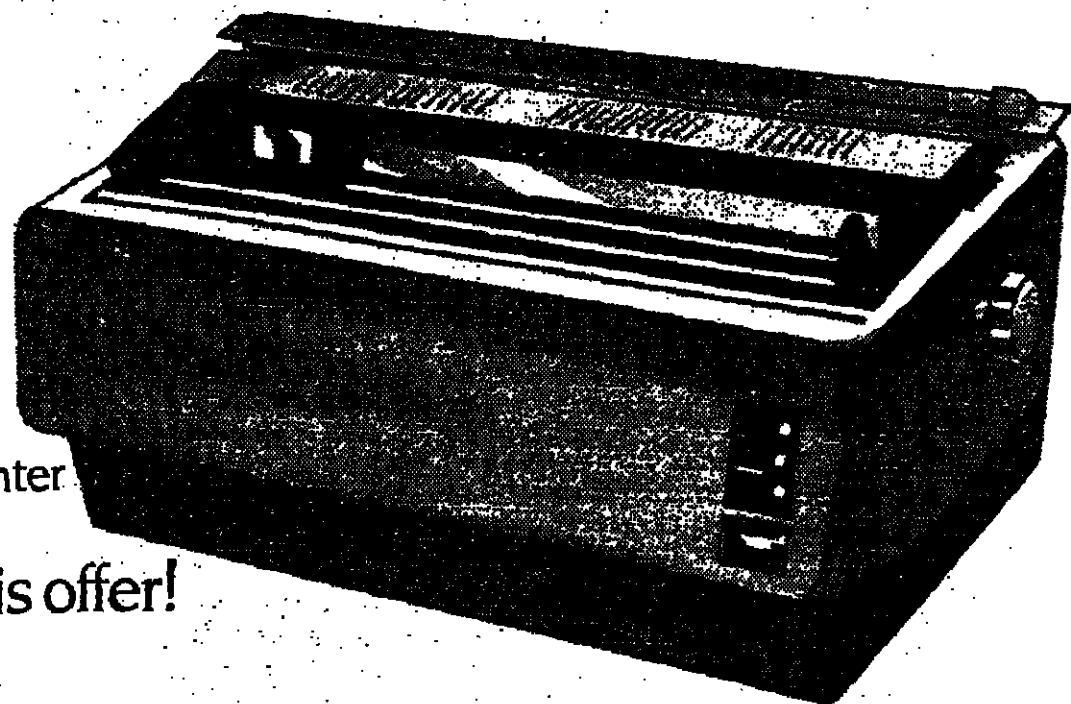
Even at ¼d each day as an eight year old he would have been 10½ before he could enter the financial markets.

Patience is a virtue, what a virtuous man is Mr Owen.
Yours faithfully,
R. V. MARSHALL,
Elton Lodge,
67 The Street,
Oxbridge,
Faversham,
Kent.
May 11.

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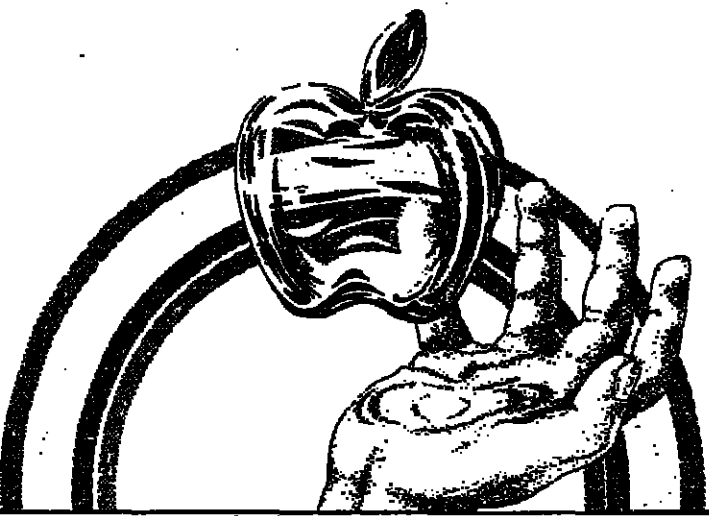
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Massive EEC budget for development programme

Two hundred and fifty-three million ECUs, or about £152m at current rates. That is the amount in the EEC's 1984 budget proposals for the ESPRIT (European Strategic Programme for Research in Information Technology; the word development should be in there but it spoils the acronym) programme.

It is not simply the size of the budget that is important, but that ESPRIT is also a departure from prior practice: a programme really scheduled to be European, to cut across national boundaries, and to bring organizations and people from the EEC countries to work together in joint research.

None of this means to say that the money will actually be spent. These are proposals (the EEC faces a general budget crisis) and there is the hurdle of the Council of Ministers to overcome.

And that, budget crisis or not, can still not be presumed to be a formality. The ESPRIT proposals may make technological sense but the economic reality is that the programme is initially bound to benefit the larger more technologically aware countries in the EEC: France, West Germany, Italy, Holland and ourselves.

Whether one likes that or not, if the programme is to go ahead it is a necessity. Those are the countries that have the industry, the laboratories, the skills to make the programme worth pursuing at all. How the rest of Europe views it we will only discover when the first year's budget has been passed and the contracts start to be awarded.

For the £150m plus is only the first year's budget in a 10 year programme which the EEC Commissioner with responsibility for the future of the information technology industry, Viscount Davignon stated in Paris recently would cost more than £800m in the first five years, half of that sum being found by industry.

For like Britain's Alvey Advanced Information Technology programme, ESPRIT is an up to 50 per cent public funding programme, which means that if finally approved expenditure in the first year will not be far short of £200m.

Secondly, and again also like Alvey, and this time the Japanese fifth generation R&D programme, ESPRIT is concerned with research in base technology. At this level it is cooperative. At the product development phase which follows, competition is expected to



Viscount Davignon: an £800m programme

rule. Indeed other Europeans will eventually be able to access research results after of course an appropriate payment.

But the research results will not be available to everybody, and not everybody will be able to take part. The programme is unashamedly nationalistic, if that is not a contradiction in terms.

Though I have been unable to find serious limitations on the ownership and control of companies taking part in the programme in the preliminary documentation, the contracts issued under an already approved pilot ESPRIT programme, in which, among other things the contractual arrangements are being developed and tested, these indicate that they exist.

I am told that the fine contractual print includes the cost companies involved giving assurances that the dissemination of research results remains in Europe and can not feature in the product of ex EEC countries. They will have to go and find out themselves using their own funds.

Those assurances are going to make it difficult, particularly for large US owned companies in Europe to take part, especially when they have integrated research and production going further than the EEC. (Unless of course there has been a fudge, for some have been said to have been lobbying for inclusion).

ESPRIT is the result of much hard thinking, and not just by bureaucrats, though the directorate at the centre in Brussels contains some highly skilled ones, both technologically and commercially.

Sitting in the background is a steering group which meets with Davignon frequently - indeed the programme is a result of their discussions. It includes representatives from ten of Europe's largest concerned companies, among them GEC,

ICL, Siemens, Philips, and Olivetti.

The resulting programme is essentially long term, and the rationale for it is similar to that in Alvey. As the preliminary report putting the ESPRIT programme forward put it:

"There is increasing evidence that a considerable proportion of European R & D resources is directed towards research which is aimed at catching up with what has already taken place elsewhere. Long term industrial research, which could in effect provide product leadership is to a large extent neglected because of resource limitation, and ESPRIT will aim at correcting this situation."

Many of the products which will eventually result from this programme are unlikely to arrive on the market before well into the 1990s, though many of the tools, particularly in software and microelectronics, which are necessary to make those products possible, could well be appearing in quite a short time scale. This is particularly so in the VLSI area.

Above all, what must be remembered about the ESPRIT programme is that it is a European programme. To take part companies have to put forward proposals in some form of partnership with companies and organizations in other European countries.

The closing date for applications for the first phase was in February, and the Commission received more than 200 applications. Some ignored that condition taking the view that their expertise was sufficient. I understand that the Commission has been ruthless in excluding them, and that the resulting weeding out has reduced the number of projects which will get the go ahead, gives of course that the money is finally made available, to between 30 and 40.

Rex Malik

COMPUTER BRIEFING

UK Events

Compass Scotland, Kelvin Hall, Glasgow, May 17-19. Tracey Carson, Reed Exhibitions, 01-643 8040.

International Word Processing Exhibition, Wembley Conference Centre, Wembley, May 24-27. Philip Le Mesurier, BETA, 01-405 6233.

Computers in the City, Barbican Centre, London, May 24-26. Mark Meoli, Online Conferences, 09274 28211.

Computer Open Day, Stratford-on-Avon, May 26. Tony Kaminiski, Couchman Communications, 01-778 1101.

Micro '83, Conway Hotel, Dunmurry, Belfast, June 1. Micro 1, 0232 664391/2.

Apple '83, Fulcrum Centre, Slough, June 3-5. John Riding, Database Publications, 061 456 8500.

ZK Microfair, Alexandra Palace, London, June 4. Mike Jonstone, 01-801 8172.

Office Automation Show & Conference, Barbican Centre, London, June 7-8. Clapp & Pollack, 01-747 3151.

4th Commodore Computer Show, Cunard International Hotel, London, June 9-11. Commodore Business Machines UK, 75 74111.

Blackburn Computer Fair, King George's Hall, Blackburn, June 11. Bradley Enterprises, 0772 31277.

Computer Fair, Exhibition Hall, Wood Green School, Witley, June 12. Julian Wilde, 0893 2355.

Computer Fair, Earls Court, London, June 16-19. Roy Pratt, Reed Exhibitions, 01-643 8040.

Computer Open Day Exhibition, Holiday Inn, London, June 16. Tony Kaminiski, Couchman Communications, 01-778 1101.

Overseas

Europe Software Exhibition, Utrecht, Holland, May 17-19. Noelle Brown, 01-488 1951.

National Computer Conference & Exhibition, Anaheim, USA, May 18-19. American Federation of Information Processing Societies, 1815 N Lynn Street, Arlington, VA 22209.

Computers, Communications & Electronic Technology Exhibition & Conference, Melbourne, Australia, May 31-June 3. Celta, PO Box 259, Roseville, Sydney, NSW 2069.

International Computer Tech-

nology, Hongkong Exhibition Centre, June 7-10. Terry Hill, Industrial & Trade Fairs International Ltd., 021 705 6707.

Less than two years after investing \$40,000 in Oxford-based Hytec Microsystems, the British Technology Group has sold back the 16 per cent equity it held in the company.

The investment, through the BTG/Oakwood Small Companies Division, has been realised at a profit, and as David James, Director of the Small Companies Division, points out Hytec is the first of 42 small companies, with more than £2m invested in them, that has completed an option sale.

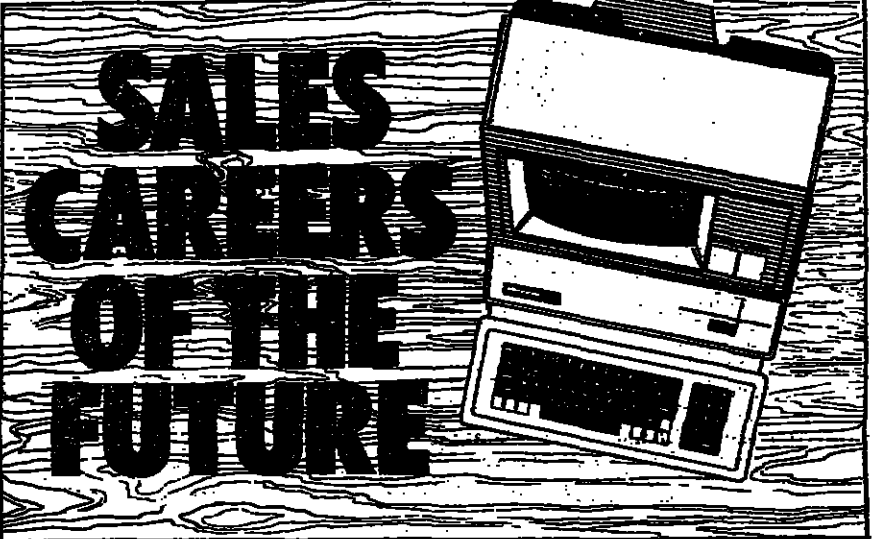
Hytec, now fully back in the hands of its founders Chris Howes-Davies and Chris Swinbank, has just unveiled a new range of micro under the title Preclude. Swinbank examined the possibility of manufacturing the new machines in Taiwan, but because of the uncertainties of currency fluctuations, freight costs and local supervision, came to the conclusion that production there would only shave 50 per cent off the cost of each unit.

Following the recent Sinclair price cut, Commodore are offering a new deal for the first-time home micro user, with a package containing their VIC 20, cassette deck, a teach yourself basic pack and four cassette games to sell for an inclusive £149, backed by a £250,000 press campaign.

City of London Polytechnic

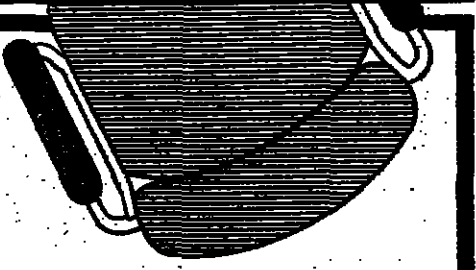
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A postgraduate course in systems programming is available to students with a first degree in a relevant subject. The course will cover a number of microcomputers, including the Apple II, and will involve a variety of practical exercises. The course is designed to provide students with a thorough understanding of systems programming and the ability to design and develop software for microcomputers. The course is open to students with a first degree in a relevant subject, and is available to students who are not currently enrolled at the Polytechnic. For further details and an application form please contact the Staff Records Office, City of London Polytechnic, 117 Bishopsgate, London EC2A 4PU. Tel. 070 55 55.



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Apple, a world leader in the field of personal micro computers selling through a professional independent dealer base within the UK, is looking for aggressive sales professionals to work with existing dealerships. Successful candidates can expect a demanding role in a fast moving environment including direct sales and market development, coupled with on-going back up from Apple. Particular emphasis will be placed on personal training and product knowledge with field assistance by Apple's own regional sales management team.



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As might be expected, this senior appointment will be rewarded by a substantial salary together with a full range of fringe benefits including a relocation package if required.

Candidates who meet the outline profile and who are aged around 40, preferably educated to degree level, with the related business experience should write with full career details to:

Mr. M. I. Phillips, Director of Management Development, Argyll Stores Limited, Argyll House, Millington Road, Hayes, Middlesex UB3 4AY.



ARGYLL STORES LIMITED

The new man heading Britain's drive into technology

"On the whole the British are bad cooperators," declares Brian Oakley. "We like to do our own thing, don't we?"

It's a disarming view from someone who is taking on the job of persuading companies, universities and government departments to collaborate in advanced information technology, and whose success could be vital to Britain's industrial future. But Oakley is a realist, and has no illusions about the difficulties of his task.

At the end of April, Industry Secretary Patrick Jenkin named Brian Oakley to head the directorate which will manage the Government's response to the Alvey Committee's report - a five-year, £350m project to give Britain the edge in key areas of technology.

The scheme has all the hallmarks of Late Thatcher policy-making: a conviction in the overwhelming importance of IT, but an insistence that industry must stump up half the cost.

"Yes, I want to do it," Oakley admits. "In a sense I can't avoid the challenge. I've seen the nonsense the UK has committed over the years through not getting proper cooperation, and I've seen the Japanese challenge."

"I think conceivably I'm a masochist," he adds with a smile.

In many ways, Oakley's career has been a preparation for his new role. When he came down from Oxford in 1950 he joined the Government research

establishment at Malvern (still known under its famous wartime initials of TRE).

In subsequent years he moved between various ministries, including spells in Whitehall, before taking up his present position in 1978 as Secretary of the Science & Engineering Research Council (SERC). His appointment as head of the Alvey directorate will date from June 1.

His early career was not removed from pure research, but when he transferred to the Air Ministry in 1953 he became involved in operational research. "It taught me how to analyse, an experience I've never regretted. On the whole scientists are not terribly good at this."

Later he was head of the Industrial Applications Unit at the Royal Radar Establishment, then head of the Ministry of Technology's Computer Systems branch and of the Research Requirements Division at the Department of Trade & Industry.

A thread running through much of this was the attempt to combine defence and civil research, and to persuade research units in government, the universities and industry to collaborate. Since he has been at SERC, he has been pushing academics and industrialists to work together. "I'm conscious I've succeeded in doing something," Oakley says.

Implementing the Alvey policies, though, is going to involve cooperation on a far

larger scale. The projects are the kind that make a research man's eyes light up: software engineering, very large-scale integration (VLSI), man-machine interfaces, and intelligent knowledge-based systems (IKBS). But the aim is to promote research which will lead to commercial applications.

Then, in addition to getting agreement on cost sharing, the results of the research must be split between project partners, who could well be arch competitors.

Massive EEC budget, page 20

Oakley believes there are some areas where cooperation can come about quite naturally. This is particularly so where commercial exploitation is well into the future, such as IKBS.

"A much more difficult one is when you have a bunch of firms competing in the market in a particular area," he admits. "You have to say to them, on the Japanese model, 'You can't do as much as you want to do on your own - get together with these other firms, share the research programme, and then compete like hell in the market place'."

The Alvey Committee (of which Brian Oakley was a member) recommended that some projects should receive 90 per cent government funding. This was rejected by the

Government on the grounds that it would not secure enough industrial commitment.

Oakley feels that 90 per cent funding would have made it much easier to achieve cooperation in difficult cases. "The price you pay is that you cannot be sure that the company, deep down, wants to do it."

He has no intention of playing a passive role, doling out funds to those who make the most persuasive approaches.

"Nothing on earth will prevent industry and academics coming to us and saying we ought to be funding this or that. I'm not sure we will take all that much notice, unless we in the directorate think it's something that must be done."

"I believe the directorate will pick out the lines of work, but when we speak to the firms they may suggest alternative approaches. We will have to be much more flexible than in the defence sector, but the objectives will be set down, and I hope industry will agree with this."

As well as recommending basic research and design tools, the Alvey Committee suggested "capability demonstrators" to test emerging technologies. Oakley sees potential difficulties in achieving cooperation here, because the demonstrators could soon be turned into commercial products.

"Ideally," he says, "what I would like on my table on June 1 is a set of plan proposals from the leading firms for the themes they believe ought to be tackled

for the major demonstrators. I would like to match them together, but I don't think we can afford to wait until we have them assembled. We will have to take some *ad hoc* decisions."

If there will be problems in getting agreement under way in the first place, Oakley agrees that sharing the results will be a minefield.

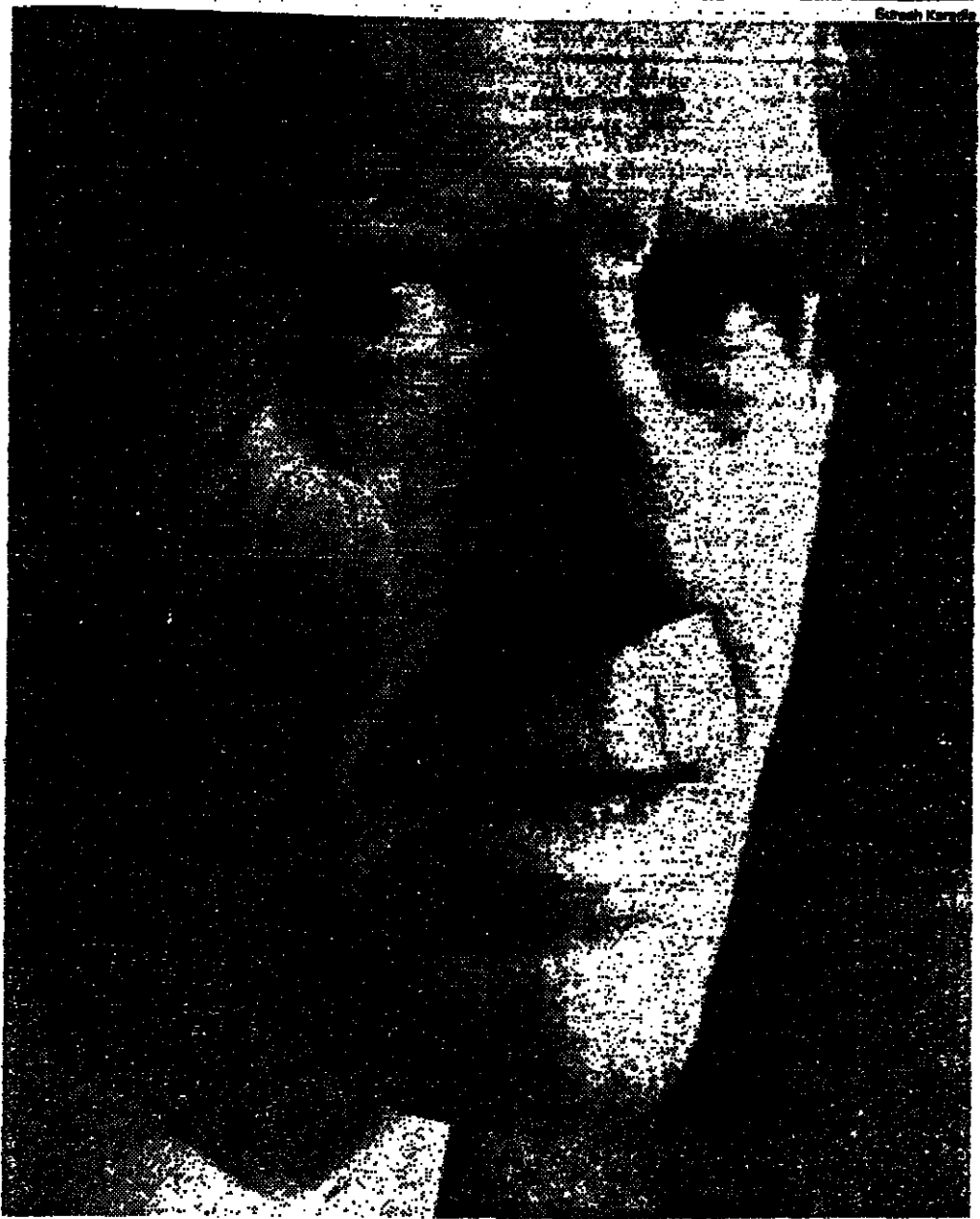
"In the Alvey Committee this was argued very fiercely," he admits. "You have to be very careful not to motivate firms in taking the enormous gamble in putting things on the market. That gamble is much bigger than doing the R & D."

"If a firm is doing part of the Alvey programme, it is at all possible that firm must be given the knowledge that it can make profits out of the work in due course. On the other hand, there is no reason why at the research stage they should share that work with their colleagues in the programme. Working individually, British companies are just too small to compete. That's what it's all about."

At 56, Brian Oakley has a full career behind him, and he has found his time at SERC extremely enjoyable.

"I thoroughly like what I'm doing," he says. "Why give up that comfortable life? The only real answer is that I believe this programme has got to be done, and I couldn't possibly end my career without taking up that challenge."

Roger Woolnough



Brian Oakley: "I can't avoid the new challenge"

THE WEEK

Clive Cookson

Dial 192, the quick American way

British Telecom's £32m programme to computerize directory inquiries, announced last Thursday, should bring relief to long-suffering subscribers who wait patiently for an answer to their 192 calls and then hang on while the operator looks up the numbers on today's slow microfiche system.

But the decision to give the contract to Standard Telephones and Cables aroused controversy because STC will be supplying an American-developed system, originating from Computer Consoles Incorporated (CCI) of Rochester, New York, and US companies are likely to benefit to the tune of about £15m.

ICI was upset that BT was not willing to wait for its British-developed CAFS system. ICI said it had to tender jointly with another American company, Tele-Sciences, because BT would only consider operational systems which could be demonstrated - and that inevitably meant adopting an American solution.

If ICI had won the contract, it would have run the system on the Tele-Sciences software as an interim measure and then converted it to CAFS when that was ready. "Naturally we're disappointed with the decision," ICI said, "as we had hoped to develop jointly with BT a new generation of directory assistance systems which would have had tremendous export potential."

BT did run a trial directory inquiry system, based on an early version of CAFS, four years ago. Although that was a success in operational terms, ICI acknowledges that it would have been too expensive for adoption nationwide. The new low-cost CAFS is now at an advanced stage of development.

But enough of what might have been. The CCI system actually chosen is already in widespread use in the United States and, BT says, "does not require significant adaptation." People who have called directory assistance there will know how effective it is: the operator normally shoots back the phone number you want as soon as you have given a name and address.

By 1986 STC will have installed 4,000 terminals in BT's directory inquiry centres. The operators will key in an abbreviated form of name and address and the number required should flash onto the screen within 1½ seconds. Special software, including phonetic search techniques, will help handle more complicated inquiries.

People with Prestel terminals will be able to call up the data base directly, and that facility should eventually be available to anyone with a home or office computer. The database will be held in three centres (in London, the Midlands, and North of England), each holding a replica of the complete national directory of 22m entries, which will be updated daily. Control Data will supply the disk storage and Digital Equipment most of the processing hardware.

On a personal note, the saddest news of the week was the decision by CMC, the innovative minicomputer manufacturer which shares my initials, to adopt the less distinguished name of its American parent, Microdata.

More significantly for the rest of the world, CMC also announced sparkling financial results and a £10m investment programme which is expected to create 300-500 new jobs within the next year, many at its research and manufacturing centre in Hemel Hempstead.

During the past year CMC has increased employment from 800 to 1,000, as turnover rose by 55 per cent to £35m (profits shot up from £1.5m to £6.5m). The company has been part of the California-based Microdata group since 1978; Microdata was itself bought in 1979 by the aerospace giant McDonnell Douglas.

The most glamorous part of Microdata's expansion plan is the development of what the company calls "artificial intelligence" software. This will enable anyone to communicate with even the most advanced computers in "conversational" or natural language, without special programming knowledge.

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MARKET REPORT by Michael Clark

New York hits prices

ACCOUNT DAY: Dealings began, May 9. Dealings end, May 20. Contango Day, May 23. Settlement Day, May 31.

Mr Henry Kaufman, the economist with Salomon Brothers, and Wall Street's renowned guru, cut the ground from under the feet of investors in London yesterday with his pessimistic remarks on interest rates over the weekend.

Share prices reacted nervously to news of the rout on Wall Street where the Dow Jones Industrial Average opened 17.02 down in the wake of Mr Kaufman's warning that the slide in interest rates was over for the time being. The FT Index, having been 2.8 up at one stage, quickly retreated after hours to end the 0.6 off at 671.1.

Dealers said the undertone remained firm, but clearly reflected the market's volatility in the run up to the General Election. Sentiment was also badly dented by the latest figures from Unilever showing first-quarter profits down from £17m to £16.3m.

Leading industrials responded predictably to the news with early gains wiped out. CEC closed 4p lower at 21p, after being 2 1/2p, TI Group fell 4p to 158p and Marks & Spencer had a 3p lead to only 1p at 200p.

Shares of P & O Deferred

sailed within hailing distance of the year's high, rising 5p to 154p, amid rumours that somebody was building up a stake in the company. Trafalgar House, owner of the Cunard line, is the market's favourite contender for such a move.

Mr Nigel Brookes, chairman of Trafalgar said, "obviously we are hearing lots of stories all the time about numerous companies and we cannot comment."

Earlier this month, P & O pleaded the market's maintaining the final 10p gross dividend, despite the slide in profits from £40.9m to £33.5m. Since then, the shares have been the subject of several buy recommendations from brokers, who report heavy institutional support.

There was the smell of burnt fingers in London Brick, an old market takeover favourite, where the price slipped 3p to 168p as hopes of a possible bid continued to fade. One group,

believed to be Tarmac, recently bought just under 5 per cent of the equity, but a full scale bid looks unlikely.

Shares of Regional Properties were suspended at 192p - 2p short of the year's high - as Friends' Provident made its long-awaited bid for the remaining 71.9 per cent it does not already own. FP also owns all £8m of 8 1/2 per cent Convertible Debenture 1987/90 in Regional and this, when converted, takes FP's total holding to 50.2 per cent.

As a result, FP is bidding 241p for the remaining shares, valuing the Regional at £45.6m.

Mr Jeffrey Bonas, chairman of London & Liverpool Trust, has described a recent article in *The Sunday Times* claiming that the Avon & Somerset police were conducting a major investigation into the group's affairs as "inaccurate and misleading". The police have since said they are investigating a single complaint against the

group's Teleceptor subsidiary. The share price, which hit 180p earlier, closed at 190p - a fall of 40p on the day.

Yesterday's newcomers to the Unlisted Securities Market made a contrasting start in first-time dealings.

Matheson Associates, which makes commercial dish washers for the catering trade, opened at 128p before closing 8p above the placing price at 123p. CMA does not have a public quote in the US, but hopes to use the proceeds from the placing to finance a European expansion plan. The group has forecast profits of not less than \$4m (£2.5m) for the present year.

International Income Property, the Australian property group, closed at the opening level of 625p - a premium of 38p. IIP was founded by Mr Gerard Dusseldorp, the Dutch property expert who founded Lend Lease, Australia's biggest property group. The group's

policy of distributing all available cash after expenses makes the shares especially attractive to high tax payers.

Among the Lloyds brokers, C. E. Heath continued its Thursday's figures, listing 7p to 303p. The market is looking for pre-tax profits of £19m against £17m last year. But it is thought that some brokers were going for figures greatly in excess of early estimates.

Gilt recovered earlier falls of around 1/4 to end the day with gains of up to 1/4 in thin trade. Dealers said sentiment had been clouded by the latest US money supply figures over the weekend, which had proved higher than expected.

On the foreign exchange, sterling closed down 0.8 cents at \$1.5585. Talk to renewed buying from the US lifted the fine art dealer, Sotheby Parke Bernet, a further 17p to 460p. Mr Marshall Cogan and Mr Stephen Swid of General Felt, who holding 30 per cent of the shares, have made known their intention to proceed with their bid, despite the unexpected reference to the Monopolies & Mergers Commission.

TAYLOR WOODROW

TEAMWORK IN DESIGN WORLDWIDE

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UNLISTED SECURITIES

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* Ex dividend, a Ex all, a Forfeited dividend, c Converted, d Dividend and stock, e Earnings, f Excess, g Excess, h Excess, i Excess, j Excess, k Excess, l Excess, m Excess, n Excess, o Excess, p Excess, q Excess, r Excess, s Excess, t Excess, u Excess, v Excess, w Excess, x Excess, y Excess, z Excess, aa Excess, ab Excess, ac Excess, ad Excess, ae Excess, af Excess, ag Excess, ah Excess, ai Excess, aj Excess, ak Excess, al Excess, am Excess, an Excess, ao Excess, ap Excess, aq Excess, ar Excess, as Excess, at Excess, au Excess, av Excess, aw Excess, ax Excess, ay Excess, az Excess, ba Excess, bb Excess, bc Excess, bd Excess, be Excess, bf Excess, bg Excess, bh Excess, bi Excess, bj Excess, bk Excess, bl Excess, bm Excess, bn Excess, bo Excess, bp Excess, bq Excess, br Excess, bs Excess, bt Excess, bu Excess, bv Excess, bw Excess, bx Excess, by Excess, bz Excess, ca Excess, cb Excess, cc Excess, cd Excess, ce Excess, cf Excess, cg Excess, ch Excess, ci Excess, cj Excess, ck Excess, cl 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Investment
and
FinanceCity Editor
Anthony Hilton

THE TIMES

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STOCK EXCHANGES

FT Index 871.1 down 0.6
 FT 100 Index 419.15 up 1.24
 Bargains: 15,649
 Tring Mail USM Index 168.2
 down 0.2
 Tokyo: Nikkei Dow Jones,
 8591.79 down 35.52
 Hongkong Hang Seng Index,
 942.80 down 6.79
 New York: Dow Jones Industrial
 Average (latest) 1201.73
 down 17.02

CURRENCIES

LONDON CLOSE
 Sterling \$1.5585 down 85 pts
 Index 83.8 down 0.1
 DM 3.84 up 0.75
 FF 1.55 up 0.175
 Yen 363.75 up 0.25
 Dollar 122.5 up 0.5
 Index 83.8 down 0.1
 DM 3.84 up 0.75
 Yen 363.75 up 0.25
GOLD
 \$437.75 down \$3.50
NEW YORK LATEST
 Gold \$436.25
 Sterling \$1.5580

INTEREST RATES

Domestic rates:
 Base rates 10 1/4 - 10 1/2
 3 month interbank 10 1/4 - 10 1/2
Euro-currency rates:
 3 month DM 8 1/2 - 9
 3 month DM 5 1/2 - 4 1/2
 3 month FF 13 1/2 - 13 1/4
ECGD Fixed Rate Sterling
 Export Finance Scheme IV
 Average reference rate for
 interest period April 6 to May 3,
 1983 inclusive: 10.304 per cent.

PRICE CHANGES

Ogilvy & M. £26.25, up
 24.00
 Wearwell, 85p, up 5p
 Francis Ind., 39p, up 3p
 T. Borthwick, 26p, up 2p
 Dana, £24.9375, up £1.8125
 Bremner, 27p, up 2p
 Massey-F., 315p, down 45p
 Atlantic Met., 80p, down 7p
 Rotaprint, 7p, down 0.5p
 First Castle, 81p, down 5p
 Solicitors Law 33p, down 2p

TODAY

Interims: Thomas Borthwick
 and Sons, General Accident
 Fire and Life Assurance (first
 qtr), Pentland Inv. Finance,
 Amos Hinton and Son, Gieves,
 London and Lennox, Mersey
 Docks and Harbour, Walter
 Runciman, Wearwell, Whitbread.

Economic statistics: Index
 of industrial production (March
 prev.).

EEC forecasts
economic upturn

The European Community's
 executive commission yesterday
 held out cautious hopes of an
 economic recovery this year
 after the disappointment of
 predictions for an upturn in the
 second half of 1982.

The Commission said in its
 quarterly economic report that
 conditions were now "some-
 what brighter" due to lower
 inflation rates, a hoped-for
 pickup in industrial demand
 and weaker oil prices.

Despite signs of an economic
 upturn early last year, recession
 in the 10 lasted into 1983.
 The Community's real gross
 domestic product is estimated to
 have fallen by an annual rate
 of 2 per cent in the second half
 of 1982.

● **HERON BUY:** Mr Gerald
 Ronson's Heron Corporation has
 bought 77 per cent of a
 private video company called
 Lutebest. Communications
 which trades as Videofarm.
 Lutebest buys the video rights
 to television and cinema films
 as well as renting pre-recorded
 video cassettes to 1,200 video
 shops. Profits for the year to
 August are expected to be £3m.

● **MERGER:** Riley Leisure's
 £6.6m shares bid for Leisure
 Industries has been accepted by
 shareholders, accounting for
 85.6 per cent of Industries'
 capital thus clearing the way
 for the merger between the two
 snooker and billiard table
 makers to go ahead.

● **OIL INCREASE:** Norway
 has effectively abandoned its
 previous policy of restraining its
 oil production, and is likely to
 be an even larger oil exporter
 than Britain by the end of the
 1980s. Petroleum Intelligence
 Weekly, the industry newsletter,
 reported yesterday. Exports are
 expected to rise from about
 480,000 barrels a day to at least
 900,000 barrels a day by 1990.

GrandMet
profits
soar to
£113m

By Our Financial Staff

Grand Metropolitan, the
 hotels to tobacco group de-
 lighted the stock market yester-
 day with pretax profits rising to
 £113.6m in the six months to
 end of March, compared with
 £74.8m in the same period of
 the previous year. The shares
 quickly rose 11p to 338p, in
 spite of caution from manage-
 ment that the same rate of
 progress could not be main-
 tained in the second half of the
 year.

Mr Stanley Grinstead, chair-
 man and chief executive of
 Grand Met, said last night that
 the results "have come up to
 our expectations. If they are
 more than the market expected
 then so much the better."

Much of the improvement is
 due to extraordinary items such
 as currency conversion factors
 which is one reason why the
 group is cautious about excessive
 optimism for the second
 half. According to Mr Grinstead
 currency benefits have been
 trimmed by about one-third
 because of sterling/dollar ex-
 change rate changes so far in the
 second half.

However, the company is
 pleased with the way that its
 United Kingdom activities have
 held up in the face of adverse
 trading conditions.
 Trading profit in the con-
 sumer services division, which
 includes Berti Inns, Mecca, and
 Warner Holidays, rose to more
 than £28m, compared with
 £22m in the corresponding
 period of last year. The group's
 brewing interests, headed by
 Watney Mann and Truman
 managed a marginal increase to
 £26.9m in a difficult market.
 The United Kingdom foods
 division which includes Express
 Dairies returned a same-again
 trading profit of £15.5m.

Nigerian
debts split
banks

By Michael Prest

Nigeria's bank creditors
 remain divided on how to
 tackle the West African coun-
 try's debt problems despite the
 likelihood of a meeting with
 Nigerian representatives this
 week.

Some of the same banks are
 also grappling with a potentially
 tricky shortfall in inter-bank
 lines for Brazil.
 The differences between the
 banks over Nigeria have been
 further complicated by Nigeria
 making an informal approach -
 believed to have been received
 sympathetically to the inter-
 national Monetary Fund for a loan.

The possibility of IMF
 involvement could strengthen
 the hand of those creditors,
 among whom Bankers Trust is a
 powerful voice, favouring a
 medium-term restructuring of
 Nigeria's external debts.

The other group of banks
 believes that Nigeria's problem
 is a short-term liquidity
 squeeze. This group includes
 the country's main creditors -
 Barclays, Standard Chartered,
 Societe General, and Banque
 National de Paris.

This group has proposed that
 about \$1,500m of Nigeria's
 estimated \$5,000m of trade debt
 arrears be refinanced by an 18-
 month loan.

The banks are also puzzled
 over the speed with which
 Barclays, in particular, has tried
 to settle with Nigeria, which
 wants about \$2,000m.

Similar cracks in the facade
 of bank unity, which is neces-
 sary to stage off a full inter-
 national debt crisis, have been
 caused by Brazil.

Smaller banks in Europe and
 America have been reluctant to
 increase or increase their
 credit lines to Brazilian banks.
 As a result, the country is far
 short of the \$9,400m in
 interbank lines agreed earlier in
 the year as part of the rescue.

● **Lima (AP-DJ)** President
 Fernando Belaunde's govern-
 ment signalled new financial
 difficulties on Monday.
 Peru said yesterday it wished
 to extend repayment of more
 than \$1.7bn in foreign debts
 from one to three years.

● **Lloyds Bank International**
 and Bank of America have been
 mandated to syndicate a \$225m
 balance-of-payments loan for
 Pakistan.

By Laura Bourke

Help in starting up a new
 business is on offer to the young
 unemployed under a new
 scheme sponsored by the
 Industrial Society in conjunc-
 tion with the Abbey National
 Building Society and Capital
 Radio.

Abbey National has put up
 £23,000 and the offer of free
 office space over its branch
 offices to young entrepreneurs
 in the "Head Start for Business"
 scheme. The Ubbie Trust of
 which Prince Charles is president
 has chipped in £5,000 to
 help with administrative costs.

Young unemployed people
 will be encouraged to submit
 ideas for new businesses to
 Capital Radio, and those
 selected to be given support will
 have their progress monitored

From Maxwell Newton, New York

Wall Street boom beginning to fade

Dow plunges 20 points after
\$4.2bn rise in money supply

The long-awaited correction
 to the Wall Street stock market
 boom seems to have started
 yesterday, when the Dow Jones
 Industrial average plunged 20
 points to 1,198 in the opening
 hours of trading. By 2 pm it was
 down about 18 points.

The trigger for the decline
 was the huge \$4.2bn rise in the
 money supply. Mr. M. announced
 on Friday. This negated nine
 weeks of negligible money
 growth between February 23
 and April 27 and undermined
 prospects of further declines in
 interest rates.

The stock market has been in
 a phase of nervous consolida-
 tion since the end of April,
 with no significant progress this
 month.

On May 5, Mr John Mendel-
 son, the highly-respected techni-
 cal market analyst for Morgan
 Stanley, investment bankers,
 called for a return to higher cash
 holdings by the company's clients.
 He said there would be an

imminent fall of 10 to 15 per
 cent in the stock market,
 followed by 4 to 5 months of
 consolidation and correction
 and then a return to a Bull
 market. This correction, he said
 was an intermission, not the
 end of play.

Four days after this advice to
 take profits and rebuild cash
 from the stockmarket, he said:
 "The clock is running out on
 the bond market", and pointed
 to the strength of nonfood
 commodity prices as a big
 deterrent to bond purchases.

The market stopped in its
 tracks at the end of last month.
 But for the next two weeks there
 was some confusion, as a
 consequence of the negligible
 money growth between Febru-
 ary 23 and April 27.

During the week of May 6
 there was an exceptionally
 successful Treasury refinancing
 which brought out a strong
 buying demand for Treasury
 issues, particularly one and
 three-year notes. This refinanc-



Kaufman: interest rates are heading upward

ing success took the edge off the
 bears' arguments momentarily.
 But when the \$4.2bn rise in
 money M1 was announced on
 Friday, the bears moved into
 the ascendant.

Over the weekend, Mr Henry
 Kaufman, chief economist at
 Salomon Brothers, performed
 another of his amazing somer-

saults and declared that interest
 rates are heading upward.

On Friday, before the big
 money supply rise was an-
 nounced, he said the Fed had
 "substantial leeway in deter-
 mining policy for the balance of
 May".

Now that has changed. There
 is fear in the financial markets

that the Fed had been too easy.
 Big revisions to the Fed's
 estimates of banks' non-
 borrowed reserves announced
 on May 5 also point to further
 strong rises in money M1.

Not are the financial markets
 encouraged by evidence that the
 recovery in the United States
 economy is stronger than the
 "consensus" forecast and well
 ahead of the Administration's
 prediction of a 4.7 per cent rise
 in real gross national product.

The rise of 2.1 per cent in
 April industrial production
 meant that since December
 industrial production had risen
 by more than 6 per cent - at an
 annual rate of about 20 per cent.

The Federal Reserve an-
 nounced yesterday that the
 operating rate of US factories
 had jumped to 71.1 per cent last
 month from 69.8 per cent in
 March. All the factors are
 pointing to a strong credit
 demand, higher money growth,
 a stronger dollar, a cessation of
 any downward move in interest
 rates and a revaluation of
 financial assets.

US steel
deal
'crucial'By Edward Townsend
Industrial Correspondent

Mr Ian MacGregor, chair-
 man of the British Steel
 Corporation, is to have further
 talks with United States Steel
 while the latter negotiates his
 controversial transatlantic deal
 which, he claims, has become
 crucial to the future operation of
 the big Ravenscraig plant in
 Scotland.

In the face of widespread
 trade union opposition to the
 venture in the United States and
 Scotland, Mr MacGregor ap-
 pears to have convinced the
 British Government that it will
 have to reverse its earlier
 decision and agree to the closure
 of the entire Ravenscraig works
 if the collaboration project with
 United States Steel does not
 succeed.

One of the major factors in
 the scheme's favour, says the
 BSC chairman, is the belief that
 it will begin to be profitable very
 quickly, probably within two or
 three years.

Mr MacGregor now faces an
 added difficulty in his desire to
 get the deal sewn up rapidly.
 The present Government is
 unlikely to give him the go-
 ahead to implement a plan that
 is politically sensitive before the
 election but he also faces
 increasing pressure from United
 States Steel to conclude the deal
 before July.

Mr David Roderick, chair-
 man of the American corpora-
 tion, has made clear that he
 needs to tie up a deal with a
 supplier of semi-finished steel to
 keep open the company's
 Fairless works near Philadel-
 phia, and, failing success with
 the BSC, would negotiate with
 other European or Far East
 producers.

The presently proposed joint
 venture would involve the BSC
 providing Fairless with about
 £1,000m of unfinished steel over
 the next three years and while
 the resulting loss of jobs at
 Ravenscraig could be as high as
 2,500, Mr MacGregor believes
 that 2,000 jobs could be
 guaranteed for at least five
 years.

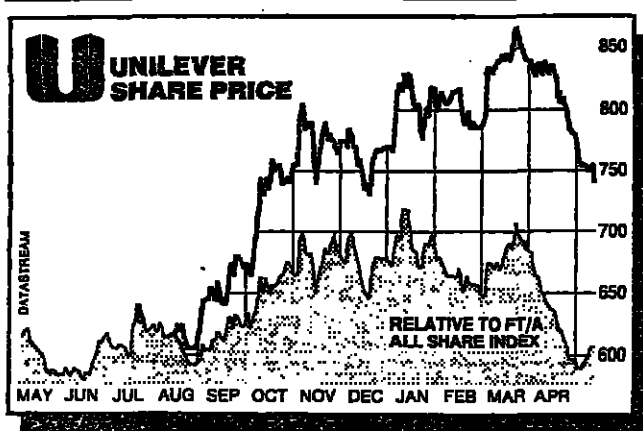
Last month, Mr Roderick
 disclosed that the first \$400m
 (£256m) earned from the pro-
 posed venture would be used to
 subsidise the aging Fairless
 works. In addition, part of the
 capital arranged by the BSC
 would be used to modernize
 other out-dated United States
 Steel plants.

The increased offer is made
 on identical terms and con-
 ditions to those in the original
 agreement between Fitch Lovell
 and Safeway for the sale of Key
 Markets said Linfood.

Linfood will shortly send
 Fitch Lovell a signed contract
 on the increased offer. Fitch
 Lovell's shareholders meeting,
 at present due only to decide on
 the Safeway bid, is on Friday.

Safeway has the support of
 the Fitch Lovell board. The
 question is whether the board
 can be persuaded to adopt a
 neutral stance and leave it to
 the shareholders to decide
 which offer is to be preferred.

MacGregor: further talks

Euro winter hits
Unilever sales

By Jonathan Clare

Results from Unilever, the
 Anglo-Dutch food and deter-
 gent group show the lowest
 quarterly increase in sales for
 six years, a performance which
 has undermined its warning of
 flat profit and sales figures for
 this year.

Profits of £163m, against
 £179m were well within City
 estimates, albeit at the low end.
 While problems in Nigeria had
 been expected and discounted,
 the poor performance in some
 European products and in
 French-speaking Africa came as
 a shock.

European results were down
 on last year largely because of
 the mild winter which hit frozen
 food sales and a release of
 butter by the EEC. Butter sales
 by the EEC usually hit Unilever's
 fourth quarter, but a later
 release meant the impact was
 felt in this year's first quarter
 instead.

Toiletries in Europe were hit
 by heavy promotional spending,
 especially the launch of new
 toothpastes in Britain and Italy
 and shampoo in West Ger-
 many.

Results in French Africa are
 expected to be bad in the second

quarter, while problems in
 Nigeria are being stored up in
 the two associate companies,
 largely because of Nigerian
 import restrictions.

National Starch performed
 better in the US in the quarter
 with the upturn in the economy,
 which improved demand for
 adhesives for the car industry.

Lever Brothers, also in the
 US, showed an operating profit
 for the first time in three years
 after being close to break even
 at the year end. However, it still
 needs much work.

Sales in cash terms were up
 by 2 per cent to £3,278m, but
 down 2 per cent in volume with
 the fall attributed to Africa.

Recovery in the world mar-
 kets will lag behind both Europe
 and the US. The interim results
 from Unilever will probably be
 behind last time because of the
 African problems, though profits
 should be just ahead for the
 whole year.

Linfood offers £41m in
Key Markets battle

By Derek Harris, Commercial Editor

Linfood yesterday carried out
 its weekend promise to raise to
 £40.8m its offer for Key
 Markets, the 100-strong super-
 market chain which is part of
 Fitch Lovell.

It tops by £3m the revised
 offer on Saturday of £37.8m by
 Safeway after Linfood had
 earlier in the week bid that
 amount to top Safeway's original
 offer of £34.8m.

It left the ball in this bid
 battle firmly in Safeway's court
 - but Safeway made no move
 despite a day of intensive
 meetings.

At the same time, the
 Department of Trade said
 yesterday that the offer for Key
 Markets from Linfood, the
 group which takes in the
 Gateway, Dee and Carrefour
 food retailing operations, would
 not be referred to the Mon-
 opolies and Mergers Commis-
 sion.

But the Safeway camp yester-
 day pointed out that Linfood's
 offer was still subject to the

approval of Linfood's share-
 holders, while the Safeway offer
 was a firm bid. Safeway also has
 the financial muscle behind it of
 its parent company.

An extraordinary meeting of
 the Linfood shareholders is to
 be held as soon as possible, with
 the Linfood board unanimously
 recommending approval of the
 new offer.

The increased offer is made
 on identical terms and con-
 ditions to those in the original
 agreement between Fitch Lovell
 and Safeway for the sale of Key
 Markets said Linfood.

Linfood will shortly send
 Fitch Lovell a signed contract
 on the increased offer. Fitch
 Lovell's shareholders meeting,
 at present due only to decide on
 the Safeway bid, is on Friday.

Safeway has the support of
 the Fitch Lovell board. The
 question is whether the board
 can be persuaded to adopt a
 neutral stance and leave it to
 the shareholders to decide
 which offer is to be preferred.

Joint venture to help start new businesses

Abbey offers free offices to young

By Laura Bourke

Help in starting up a new
 business is on offer to the young
 unemployed under a new
 scheme sponsored by the
 Industrial Society in conjunc-
 tion with the Abbey National
 Building Society and Capital
 Radio.

Abbey National has put up
 £23,000 and the offer of free
 office space over its branch
 offices to young entrepreneurs
 in the "Head Start for Business"
 scheme. The Ubbie Trust of
 which Prince Charles is president
 has chipped in £5,000 to
 help with administrative costs.

Young unemployed people
 will be encouraged to submit
 ideas for new businesses to
 Capital Radio, and those
 selected to be given support will
 have their progress monitored



Thornton: young people need expertise

by it. The radio will provide
 publicity for the scheme.
 The best 75 candidates will
 be invited to spend a day at the
 Industrial Society to discuss the
 essential points in setting up a

business and they will meet
 successful entrepreneurs and
 receive practical guidance. Up
 to 20 of them will be selected for
 a year's support, supplied by a
 specialist team.

This will include 12 months'
 rent and ratefree accommo-
 dation supplied by Abbey
 National in offices over its high
 street branches.

"Young people hold the
 future of this country in their
 hands and everybody - com-
 panies, banks building societies
 - should be thinking what they
 can do to give young people the
 help they need," commented
 Mr Clive Thornton, chief
 general manager of Abbey
 National.

All involved are unanimous
 that they are not out to support
 "lame ducks". Mr Thornton
 believes that there are many
 young entrepreneurs with viable
 business ideas who simply lack
 the expertise to put their ideas
 into practice.

City Comment

Brussels'
limited
revolution

There are those who think
 that the greatest achieve-
 ment of the European
 Community in its pro-
 gramme to harmonize
 company law had been to
 force British public com-
 panies to change their
 titles from Ltd to Plc. It is
 not altogether unjustified
 reflection that the pro-
 gramme, while being of
 consuming interest to
 accountants and to Euro-
 crats in general has not
 been otherwise of great
 moment.

But these things take
 time, and the news from
 Brussels yesterday was
 that the Community had
 now produced a directive
 which would significantly
 change the content of
 public company accounts
 as opposed to their form
 and presentation.

The new measure was
 passed in spite of recent
 lobbying by those van-
 guards of disclosure,
 Luxembourg and Italy, and
 sustained opposition by the
 United States which is
 interested though not a
 member. It requires that
 all companies operating in
 the Community if they
 have a turnover of more
 than \$8m, assets in excess
 of \$4m and more than 250
 employees should produce
 consolidated accounts.

The new legislation does
 not recognize the right of
 private companies to re-
 main silent, opting instead
 for size as the qualifying
 factor in reporting, which
 means that a great many
 US companies will have to
 make public details which
 have until now been jealously
 guarded secrets.

They need not get too
 excited, for though this is a
 revolution of sorts, it will
 still be a long time before
 any company is forced
 naked into the publishing
 business. The law has
 taken 10 years to get
 through the Community,
 and member countries now
 have until 1988 to draw up
 the legislation they need to
 make companies comply
 with it. And then the
 Community is talking
 about a further 10-year
 transition period, begin-
 ning in 1990.

It is therefore possible
 that the full impact of
 these changes will not
 make its mark till the year
 2000, which is a long time
 even in the slow moving
 world of Brussels. It does
 make one wonder if the
 need for the change is at
 all pressing. And if it is
 not, why bother?

Interest
charges hit
Vauxhall

By Our Industrial Correspondent

Vauxhall, the British subsidi-
 ary of General Motors which
 has achieved spectacular suc-
 cess in the last year with its
 Cavalier cars, succeeded in
 operating at a profit last year,
 but high interest charges
 plunged it back into the red.

Mr John Fleming, the com-
 pany's American chairman,
 revealed at a motor industry
 conference in London yesterday
 that the 1982 results, due in a
 few weeks' time, would show
 another big loss although the
 figures would be a considerable
 improvement of the 1981
 pre-tax loss of £57.4m.

Mr Fleming said the poor
 results also reflected the severe-
 ly depressed commercial ve-

INVESTORS' NOTEBOOK ● edited by Sandy McLachlan

APPOINTMENTS

New chief for Thomas Tilling

Sir Arthur Norman has been appointed chairman of Thomas Tilling. He succeeds Sir Robert Taylor who has retired. Sir Arthur joined the board of Thomas Tilling in 1979 and became deputy chairman in December 1982. He is chairman of the De La Rue Company and a director of Sun Life Assurance Society, Whitbread and Co and SKF (UK).

Mr Dennis Marler, managing director of Capital & Counties, has been elected as president of the British Property Federation. He succeeds Mr Christopher Benson. Mr Harry Axton, chairman-elect of Brixton Estate, was elected as senior vice-president. Mr Richard Saunders, of Baker Hares Saunders, and Mr Terrell Powell, of Haslemere Estates, were re-elected as honorary treasurer and junior vice-president respectively.

Mr A. R. G. Raeburn has been appointed to the board of directors of Boosey & Hawkes. Mr Elise Langdon-Fox, Mr Keith Hutchison and Mr Paul Fitzmaurice have been appointed partners of Nabarro Nathanson.

Mr Kevin J. T. Murphy-O'Connor has joined Gibbs Sage as a divisional director of its North American division with special duties to develop aviation business.

Mr John Dowdell has been appointed managing director of Chancery Leasing, a new joint venture company with London-based Chancery Securities, a licensed deposit-taking institution. Mr Harvey Cohen, Mr Geoffrey Barber and Mr Brian Rabine are the other directors of Chancery Leasing.

Mr Howard Cass has become financial director and company secretary of Cass-White of Crawley, Sussex.

Mr David A. Jamieson has been appointed a director of National Westminster Bank and chairman of its eastern regional board, of which he has been a member since 1969. He succeeds Lord Boardman who has become National Westminster's chairman. Mr Robin Leigh-Pemberton's departure in advance of assuming his duties as Governor of the Bank of England on July 1. Mr Jamieson is chairman of River & Mercantile Trust and deputy chairman of Steelco and of the London Board of the Australian Mutual Provident Society.

Torin Douglas reviews newspapers' promotion campaigns

Hard sell by the 'heavy' press

A curious thing appears to be happening in Fleet Street, the significance of which is only just beginning to dawn on national newspaper managers: the quality papers have begun to advertise themselves more heavily than the populars. Last year, the most heavily advertised daily newspaper was the *Guardian* which spent more on advertising itself than the *Sun* and the *News of the World* combined. The *Financial Times* spent more than any of the mass market Mirror Group titles, the *Daily Mirror*, the *Sunday Mirror* and the *Sunday People*.

In 1982, according to Media Expectation Analysis Ltd the *Guardian* spent £1,543,000 on advertising, compared with the *Sun's* £730,000 and the *News of the World's* £713,800. Only the *Sunday Mirror*, which had the burden of launching itself not once but twice spent more - £3,457,000.

On the face of it expenditure on this scale by quality papers makes little sense. None of them is doing well in terms of profits, although the *Guardian* has cut away its usual losses. In any case, advertising is much more important to quality papers than to the populars. On average, advertising accounts for roughly 70 per cent of revenue for quality papers with sales of newspapers traditionally netting only 30 per cent. For popular papers, these percentages are roughly reversed, so circulation would appear much more important.

Advertising is more important to the qualities

In the long run, the right kind of circulation certainly determines the attractions of a quality paper for advertisers. But in the short run, the state of the economy and cost cutting seem more important.

So why should the *Guardian*, with a circulation of 432,000, spend more advertising itself than the most popular daily and Sunday newspapers combined, with their aggregate circulation of 8.6 million?

Why should the *FT*, with an October to March average sale of 214,000, spend more than the *Sunday Mirror*, whose circulation is almost 3.5 million? And why, for that matter, should *The Times*, with a

320,000 daily sale, have just begun a £1.5m television promotion campaign that will run for four months in certain parts of the country?

Are these campaigns meant to justify themselves in normal commercial ways or are publishers merely jockeying for long-term positions in a market that many see as too small for the present number of competitors?

Self-advertising, after all, is only one factor influencing the circulation of a newspaper. The most crucial element is the paper's editorial attraction to readers. But other key influences are price and efficient distribution.

There are two main factors in the sudden about-turn in the quality papers: one is that the qualities have discovered that consistent television promotion can boost their sales, the other is that the populars have diverted much of their promotional money into bingo and other such games.

The *Guardian* was the first of the quality dailies to start promoting regularly on television, some four years ago, with its "Why read the *Guardian*" campaign, in which celebrities and members of the public talk about the paper. The *FT* began its television and poster campaign - "No *FT*, No comment" - two years ago. Both papers achieved record circulation levels in the latest audited figures, from October to March this year.

"The *Guardian* campaign is a classic example of what staying in the market over a reasonable period can do," says Mr Tony Kippenberger, publicity director of *FT*. "In our own retail checks, when we tell what we are advertising and which areas they are in, and I'm sure they can too."

"Both the *Guardian* and the *FT* have had a set of prejudices that we have had to overcome. In their case, it was the woolly social worker and lecturer image, in ours it was the City and accountants image. We are both tackling the problem in a similar way and it would seem that, contrary to previous misconceptions, quality newspapers can market themselves successfully on television."

The *FT* campaign is designed as a corporate drive that will boost not just the circulation of the paper but advertisement sales as well. "It is a low-key approach which was bound to take time," says Mr Kippen-

The changing pattern of advertising by newspapers

	1982	1981	1980	1975
2000s				
The Times	1,543	418	122	66
Guardian	523	370	42	57
Financial Times	52	162	-	-
D Telegraph	878	436	215	442
D Express	1,189	1,706	397	212
D Mail	730	2,782	2,622	1,094
Sun	411	1,825	1,457	433
D Mirror	819	1,364	496	-
D Star	3,457	-	-	-
Mail on Sunday	714	1,834	1,097	174
News of World	451	558	563	184
People	1,354	885	46	108
S Express	405	523	539	155
S Mirror	275	470	674	56
S Times	141	106	241	50
S Telegraph	621	202	226	40
Observer				

Source: MEAL. Figures exclude cinemas, radio and posters

berger. "When we started, we pledged ourselves to do it for three years - barring any unforeseen disasters - and we have now done the first two."

The *Guardian's* campaign is also designed to be a long term promotion. "It is not intended just to get people to rush out and buy the paper but it is designed to sell more copies, and every time it has run it has done so," says Mr Gerry Taylor, managing director of the *Guardian*. "It gives us a presence in the market and we are going to stick at it."

"It is notoriously hard to measure the effect of advertising but I got very near, in one

Consistent TV promotion can boost sales

42-week period, when I was satisfied that the increased sale in the areas we had been advertising had paid in pure profit per copy terms for the cost of the campaign. When you can say that, it gives you far more confidence in maintaining the expenditure," he adds.

Sales of the *Guardian* have increased dramatically in the last five years, from 283,000 in 1978, to the Times Newspapers figure, to 432,000 now. Naturally this is not just attributable to advertising, but Mr Taylor believes that when the market is moving a paper's way in any case - as he maintains it is - promotion can do a great deal of good.

In marked contrast to these two papers, *The Times* did not promote itself at all during 1981 and 1982, the only national newspaper to register nothing in MEAL during those years. Earlier this year, the paper ran a test campaign on television, just to get people to rush out and buy the paper but it is designed to sell more copies, and every time it has run it has done so," says Mr Gerry Taylor, managing director of the *Guardian*. "It gives us a presence in the market and we are going to stick at it."

"We put on about 10,000 copies during the first campaign," says Mr Arthur Britten, director of corporate relations for News International, the parent company of Times Newspapers. "That was on top of a steady rise in circulation anyway and we feel we should get the paper while it is doing well." The *Times* circulation averaged 338,000 in April.

The fact the *Times* refrained from promoting itself over the past two years was quite deliberate. "Until recently, we felt it was only fair to let the editor get the paper as he wanted it," Mr Britten says. "It is now an improving paper."

In particular, we have increased the space for sport and features without cutting our key areas. The fact is that TV advertising can bring an immediate increase in circulation but if people do not like what they see, you won't hang on to those sales."

Though *The Times* campaign has a general theme - "The *Times* puts it all into focus" -

each commercial will concentrate on specific items in the paper. "Our experience is that specific advertising works," Mr Britten says. "When the *Sun* was in its advertising heyday, we concentrated on specific things in the paper, and though *The Times* is obviously a very different paper we have followed that same basic idea."

The *Times* management does not regard the *Guardian* or the *FT* as direct competitors, seeing the main target as the *Daily Telegraph*, by far the largest-selling quality daily, but the only one whose sales are on the decline. Its latest circulation figure is 1,280,000 compared with 1,440,000 in 1980. In 1982, it spent just £51,000 in advertising, according to MEAL, though this figure excludes posters, where the *Telegraph* is a consistent advertiser.

Whatever the arguments in favour of quality papers using television advertising, there is one drawback that cannot be avoided. "There is fantastic wastage for the qualities on television, since most viewers are not the market for the product at all," points out Mr Nick Shon, assistant managing director of Express Newspapers.

"The *Times* and the *FT* have a small target market and television is an expensive way of reaching it. But of course the options for newspaper publishers in advertising terms are limited. Radio and breakfast television are both used by several newspapers because of their obvious advantage of

Facing charge of believing in television's power

being available in the morning before people buy their papers. But mainstream ITV still remains the dominant medium for newspaper publishers, even the qualities, despite the waste it is seen to work.

Just as the computer and car manufacturers are now using television to reach upmarket viewers, so are the quality newspapers. For years, the popular newspapers have had to face the charge, when selling their own space to advertisers, that they obviously believe in the power of television because they use it so heavily themselves.

The qualities will now find it hard to avoid this argument.

Venture capitalists need more security

Few seekers of venture capital seem to have heard about the average man's difficulty of having his cake and eating it. And if you think this does not apply to that band of dynamic, thrusting entrepreneurs upon whom, according to the politicians, the hope of Britain's future prosperity lies, I have news for you. It does.

Perhaps, nowadays, the Bazaar Technique is taught at business schools. If it is, somebody should also teach that venture capitalists are a little too busy to sit around bargaining all day over unresolvable demands.

Specifically, it is a question of who has what amount of equity that causes most anguish when venture capital funds are sought.

It is then that emotive words begin to fly. Words like "surrender", "yield" and even "trap" and "rip-off" are uttered from between clenched teeth as the imagined victim believes that at last he is facing a fate even worse than the fate that is worse than death.

And certainly no maiden wriggles harder than a man who believes that his most precious possession, more cherished than even his wife and family, his "equity" is about to be lost or, at best, tampered with.

It is about this time in the negotiations that the ugly face of not capitalism, of not even the City, but of realism is raised.

The entrepreneur is confronted with the necessity of evaluating the risk element in his project more objectively than he has probably done before.

He is invited to evaluate the investment opportunity he is offering the potential investor through the investor's eyes. Rather reluctantly he will often admit that the project does not look so attractive when viewed through eyes whose owner is putting up nearly all the money.

He is made to realize that notwithstanding his undoubted faith in the project which he has demonstrated by investing £10,000 or even £50,000 - and, incidentally it is remarkable how even wealthy entrepreneurs are reluctant to invest much of their own money - the amount

he has to lose is considerably less than the sum he wants from the investor.

He is made to realize that in spite of the imposing prospectus with its detailed profit forecasts that always produce an impressive return on investment, the project can, and even might, fail.

Every venture capitalist knows this. It is one of the lessons he has learned. Sooner or later he will have his failures or at least some one-legged ducks.

That is why he appears so strangely unappreciative of the golden opportunity set before him, so backward at leaping forward with a monster cheque for so small a piece of the equity or as a loan against misdeeds or non-existent security.

It is no use telling him that he can double his money in three or four years. He knows he might not and even if he does, he knows he has other investments that might fail.

It is only by allowing the venture capitalist the bigger profit opportunity that the venture capitalist can grow and support entrepreneurs. American entrepreneurs have learned this.

It is not uncommon for them to sell even 95 per cent of their equity so that the project can succeed and they can create wealth for themselves.

In Britain, however, any suggestion that the amount of money required is more than 51 per cent of the equity raises howls of anguish and promotes a speedy retreat.

Until now, because of the rapid growth of the venture capital business over the last three years, the competition for projects and the inexperience of some people in the money seekers' funds have had deals which are unlikely to be so generous in the future. They are the lucky ones; and everyone needs luck.

But to all those other hungry entrepreneurs surely a slice of cake is better than none.

John Parkin

The author is managing director of English & London Investment, the City's venture capital company.

Authorized Units & Insurance Funds			
Unit Name	High	Low	Offer Yield
1. 100% Cash	100.00	100.00	100.00
2. 100% Cash	100.00	100.00	100.00
3. 100% Cash	100.00	100.00	100.00
4. 100% Cash	100.00	100.00	100.00
5. 100% Cash	100.00	100.00	100.00
6. 100% Cash	100.00	100.00	100.00
7. 100% Cash	100.00	100.00	100.00
8. 100% Cash	100.00	100.00	100.00
9. 100% Cash	100.00	100.00	100.00
10. 100% Cash	100.00	100.00	100.00
11. 100% Cash	100.00	100.00	100.00
12. 100% Cash	100.00	100.00	100.00
13. 100% Cash	100.00	100.00	100.00
14. 100% Cash	100.00	100.00	100.00
15. 100% Cash	100.00	100.00	100.00
16. 100% Cash	100.00	100.00	100.00
17. 100% Cash	100.00	100.00	100.00
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41. 100% Cash	100.00	100.00	100.00
42. 100% Cash	100.00	100.00	100.00
43. 100% Cash	100.00	100.00	100.00
44. 100% Cash	100.00	100.00	100.00
45. 100% Cash	100.00	100.00	100.00
46. 100% Cash	100.00	100.00	100.00
47. 100% Cash	100.00	100.00	100.00
48. 100% Cash	100.00	100.00	100.00
49. 100% Cash	100.00	100.00	100.00
50. 100% Cash	100.00	100.00	100.00
51. 100% Cash	100.00	100.00	100.00
52. 100% Cash	100.00	100.00	100.00
53. 100% Cash	100.00	100.00	100.00
54. 100% Cash	100.00	100.00	100.00
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75. 100% Cash	100.00	100.00	100.00
76. 100% Cash	100.00	100.00	100.00
77. 100% Cash	100.00	100.00	100.00
78. 100% Cash	100.00	100.00	100.00
79. 100% Cash	100.00	100.00	100.00
80. 100% Cash	100.00	100.00	100.00
81. 100% Cash	100.00	100.00	100.00
82. 100% Cash	100.00	100.00	100.00
83. 100% Cash	100.00	100.00	100.00
84. 100% Cash	100.00	100.00	100.00
85. 100% Cash	100.00	100.00	100.00
86. 100% Cash	100.00	100.00	100.00
87. 100% Cash	100.00	100.00	100.00
88. 100% Cash	100.00	100.00	100.00
89. 100% Cash	100.00	100.00	100.00
90. 100% Cash	100.00	100.00	100.00
91. 100% Cash	100.00	100.00	100.00
92. 100% Cash	100.00	100.00	100.00
93. 100% Cash	100.00	100.00	100.00
94. 100% Cash	100.00	100.00	100.00
95. 100% Cash	100.00	100.00	100.00
96. 100% Cash	100.00	100.00	100.00
97. 100% Cash	100.00	100.00	100.00
98. 100% Cash	100.00	100.00	100.00
99. 100% Cash	100.00	100.00	100.00
100. 100% Cash	100.00	100.00	100.00

tournament; Barrett
(Bradford); West of
Highland, Glasgow).

Legal Appointments

also on page 30

INDUSTRY
HEAD OF DEPT. - Basic salary £18,000 + car. Legal Assistant with 10 years' experience for financial services co. £14,000.
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requires competent and able solicitor for conveyancing and some commercial work. First class conditions and pay and early partnership prospects for the right person. Minimum of 5 years experience in solicitor's office. Salary £15,000 per annum. Telephone 020 7600 for appointment or write to Box 02117 The Times

Trainee Court Clerk
Stockport Magistrates Court
This post is suitable to those who have recently qualified as a Solicitor or Barrister and who are interested in the work of magistrates' courts. Two years training period. Salary £5,000 per annum. Tel: 0161 477 2222

BARRISTERS CHAMBERS
Applications invited for seats in well-appointed Chambers in Temple. Full attention. Property qualified and experienced clerk. Candidates should be two years call or more.
Write in confidence to
Box 0117H The Times

LEGAL APPOINTMENTS - London and throughout the country. We have numerous vacancies for solicitors/legal executives at all levels. All offer competitive salaries and excellent prospects. For details and application forms, please write to: LEGAL DIVISION, 56 Abchurch Lane, London EC4N 3DF. (with A&S service after 5pm)

The Commission is responsible for the management of substantial commercial and industrial assets in several new towns and the following vacancy has now arisen in its centralised Legal Department.
Senior Legal Officer
(Post No 6) NT Grade IX
(£10,875-£12,477 pa plus £1,143 London Weighting Allowance)
To assist the Solicitor and Principal Legal Officers in carrying out a range of conveyancing work, advising other departments on legal matters and a range of litigation work. Applicants should be practising Solicitors.
The post is superannuable and the Commission's Conditions of Service include £1,200 hardship vouchers per day, relocation expenses where appropriate, accident and life assurance, interest-free season ticket loan. Further details and application form from: Director of Finance, Administrative & Legal Services, Glen House, Stag Place, Victoria, London, SW1E 5AJ. Tel: 01-528 7722, Ext 307/8. Closing date: 31st May, 1983.

Commission for the new towns

BIRMINGHAM
Company & Commercial
Wragge & Co. can offer excellent opportunities for young solicitors of the right calibre who would like to work in the Commercial Department of a large, commercially-orientated practice.
We are looking for solicitors with some previous experience in any of the following fields:
COMPANY TAKEOVERS
COMMERCIAL AGREEMENTS
CORPORATE INFLUENCE
Above all we require applicants with commercial good sense. Wragge & Co. have attractive modern offices in Birmingham City Centre. A good salary will be paid and there are excellent prospects for the right applicant.
Please write, with CV and details of current salary, to: R.M. Gillett, Bank House, 6 Cherry Street, Birmingham B2 1JY.
WRAGGE & CO.

SOLICITOR/LEGAL EXECUTIVE
We need a recently qualified Solicitor or Legal Executive for our busy Conveyancing Dept at our Derby Office. You would help the Partners develop the office and would be expected to play a full part in running the office. If you can offer experience, ability and a good cost track record and want responsibility and challenge, this will suit you. We see this as a senior and key appointment and salary will reflect this.
Apply with CV for the attention of Mr S J Pacey, Miles Thorpe and Oldroyd, 5 Alexandra Street, Eastwood, Nottingham.
HARROW
Youngish admitted Conveyancer urgently required to assist in, and expand, busy general practice. Some Probate - Advocacy a welcome bonus. Partnership - Hopefully!
M. Ward, Goodwin Harrie & Co., 57 College Road, Harrow, 427-4361.

EXPANDING FIRM IN NORTH LONDON
Require Solicitor with not less than 2 years experience for Conveyancing, Probate and Matrimonial. Salary according to age and experience but not less than £11,000.
01 348 0107

SIMMONS & SIMMONS
We have vacancies in the following expanding Departments:
COMPANY & BANKING DEPARTMENT
This Department provides opportunities for a wide range of Corporate and Banking work, acting for UK and overseas clients.
We are looking for solicitors of two to three years' admitted experience in the City, familiar with either acquisition or banking work.
TAX DEPARTMENT
We require solicitors, barristers, or other suitably qualified persons for our Tax Department which has a variety of UK and overseas clients, both corporate and individual, and provides a comprehensive tax service to other Departments within the firm. There are two vacancies.
SENIOR ASSISTANT
Applicants should be fully conversant with current Inland Revenue practice and procedure and should possess a detailed knowledge of UK corporate and personal tax; they should also be familiar with international tax planning.
ASSISTANT
This position is open to intellectually able but less experienced individuals, perhaps only recently qualified, wishing to join a growing team of specialists. Preference will be given to a solicitor or barrister able to assist with drafting tax-related commercial and trust documents.

COMMERCIAL DEPARTMENT
This Department is concerned with a variety of interesting general commercial work. One to two years' prior experience is essential, preferably with a leading commercial practice. The work will include drafting and advising on contracts, licences and other commercial arrangements, both domestic and international.

BRUSSELS OFFICE
This Office, which has close links with the Commercial Department, engages in a similar range of commercial activity. It also has a wide range of specialist activity in EEC law.
We are looking for a recently admitted solicitor (good written and spoken French is essential). This is a permanent appointment and applicants should either be resident in or willing to become resident in Brussels.
Career prospects in all the above vacancies are excellent. Salaries and other benefits will be competitive. Please write indicating the appointment in which you are interested with full CV to:
The Senior Partner, Simmons & Simmons, 14 Dominion Street, London, EC2M 2RJ.

Norton, Rose, Botterell & Roche

Ambitious City Lawyers
Norton, Rose, Botterell & Roche is starting interviewing for its 1983/84 recruitment to fill career vacancies, including the two described below.
We would like to see young lawyers, recently admitted or due to be admitted by the late summer; particularly those with a leaning towards financing and commercial work who are contemplating a change or about to make their first real selection following Articles.
The posts are in two Departments:
Company and Commercial
To join one of the teams in a Department covering the whole range of corporate and commercial work. The demands of the practices in London and in Hong Kong are constantly expanding. A strong financial or commercial interest and a capacity for sustained hard work are essential.
Shipping and International
Ship and aircraft financing, international banking and eurocurrency transactions of all kinds, oil-related work, inward investment - these are the specialisations of the most international of our Departments and our three overseas offices. We seek young solicitors prepared for spells of work abroad, to travel overseas at short notice and able to apply law already learnt to a fast moving specialist practice of absorbing interest. A language or two would be a bonus.
For both posts we shall look for academic achievements, evidence of commitment and commercial flair, energy and independence, adaptability and a personality that will fit.
Apply in writing, stating your preference (if any) for either post, to:
R. Staceley,
Kempson House, Camomile Street, London EC3A 7AN

Norton, Rose, Botterell & Roche

FINANCIAL SOLICITOR
Applications are invited from energetic young Solicitors, preferably admitted within the last three years, or barristers intending to re-qualify, wishing to specialise in ship finance and related corporate work, to assume responsibility quickly and to deal directly with clients.
Applicants should have above average academic qualifications. Previous experience of corporate finance or of drafting Eurodollar loan agreements or bond issues or leasing documents would be an advantage.
Salary will be substantial in view of the responsibility involved and the special skills required in this type of work.
Please write with full curriculum vitae to:
J. Ritchie,
SINCLAIR ROCHE & TEMPERLEY
STONE HOUSE
128-140 BISHOPSGATE
LONDON EC2M 4JP

LAWYERS
Opportunities in criminal law
... for young lawyers to advise Chief Constables and government departments on criminal matters; prepare cases for committal to Crown Courts; and undertake some advocacy work in Magistrates' Courts in England and Wales. The posts are in London.
Candidates must be admitted (or about to be) or called in England. Previous experience in criminal work would be an advantage.
The appointments are at Legal Assistant level on a salary scale £8945-£14155. Starting salary up to £11230 according to age. Promotion to Senior Legal Assistant on a salary scale £18065-£25725 could come after one year for those with at least 5 years previous professional experience.
For further details and an application form (to be returned by 14 June 1983) write to Civil Service Commission, Almonck Lane, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 69561. (answering service operates outside office hours). Please quote ref: C/A2576/1.
Director of Public Prosecutions

COMMERCIAL CONVEYANCER
A well-established firm of Solicitors in the City of Manchester seek an experienced Solicitor to deal with substantial commercial conveyancing. The position is offered with definite partnership prospects for the right person and a generous initial salary. There are also fringe benefits and an attractive working environment in modern offices.
Apply in writing, with full details, to Box 0116 H The Times

Redstone Nathan
Central London
A commercially oriented practice would like:
1. A Solicitor to initially work with the partners; and
2. An Articled Clerk. Both to join in its growth.
Please write to 109 Kingsway, London WC2B 6PP (R/N) or phone Henry Redstone 01-831 9961

EXPANDING FIRM IN NORTH LONDON
Require Solicitor with not less than 2 years experience for Conveyancing, Probate and Matrimonial. Salary according to age and experience but not less than £11,000.
01 348 0107

ASSISTANT LEGAL ADVISER: PART-TIME
The British Council, an educational and cultural chartered corporation operating in 80 countries, is looking for an Assistant Legal Adviser on a part-time basis.
The main areas of work are contracts, particularly of employment; leases and the acquisition and disposal of property generally; copyright; interpretation of English and occasionally foreign legislation; creation and administration of charitable trusts; tax, national insurance and pensions; general advisory work and drafting.
Applicants must be over 27 with at least six years' full-time professional experience (as barrister or solicitor) which may have been either in private practice, the public service or a combination of the two. A working knowledge of one or more European languages would be an advantage.
Appointment on Civil Service Senior Legal Assistant incremental scale. Starting salary including London Weighting for 18-hour week £7533. Longer hours will be required during the July-September holiday period, salary pro rata. Index-linked non-contributory pension scheme.
For further details and an application form to be returned by 10 June write or phone quoting L/1 to Staff Recruitment Department, The British Council, 65 Davies Street, London W1T 2AA. Tel 01-498 8011 ext 3174 or 3461.

SHOOSMITHS & HARRISON
Reading
require two first-class solicitors, each with about 3 years post-qualification experience.
One position is in litigation and the other in company and commercial law.
Good prospects and salary for the right person.
Details to:
Mr J. P. Roche at 31 Cross Street, Reading

NOTTINGHAM
FREETH CARTWRIGHT & SKETCHLEY
Solicitor recently qualified with up to approximately three years post-qualification experience to assist partner with varied non-contentious work, largely in general company and commercial fields but including trusts, tax, land acquisition for building companies and commercial property transactions. The rewards will be attractive and the prospects for partnership excellent.
Apply with full c.v. to L.P.M. Payne at 20 Low Pavement Nottingham NG1 7DL or Telephone on Nottingham 58861

LAWYERS WHO HAVE THEIR OWN WAY WITH Words

Britoil is fast establishing its reputation as a resourceful company.
We have opportunities for Lawyers in Glasgow and London.
You will have been drafting documents - probably using other people's words. These posts will provide you with a chance to develop your individual style.
Additionally, as a Company representative you will be advising on and initiating agreements.
You will have had several years' post qualifying experience to be eligible for the more senior appointments. If you are a young, recently qualified Lawyer we would consider you for the junior position.
The posts are challenging and you will find that your efforts won't go unrewarded.
The oil industry has a reputation for appreciating a good find and Britoil is no exception.

Britoil
For further briefing please telephone
K W Mearns, Senior Personnel Officer, Britoil plc,
150 St Vincent Street, Glasgow G2 5LJ.
Tel: 041-204 2525. Quoting Ref. L/KWM/T.

BARTLETTS, DE REYA
are seeking
(1) PROPERTY
(a) - a solicitor to assist partner principally with development work. At least two years' experience in commercial conveyancing including tax aspects is required.
(b) - a solicitor with at least one year's experience capable of handling a substantial workload of residential conveyancing with some commercial conveyancing.
(2) LITIGATION
- a solicitor at least 2 years qualified to handle a wide variety of both commercial and private client work. Experience of Matrimonial and Landlord and Tenant work is essential. Must be able to work with minimum supervision towards the continued expansion of the department.
(3) TAXATION
- a solicitor with an aptitude for taxation to assist the firm's two partners specialising in this field.
Generous salaries commensurate with experience.
Apply in writing with curriculum vitae to:
Mr M. R. Mitzman, Bartletts, de Reya,
199 Piccadilly, London, W1V 0AT.

QUALIFIED SOLICITOR
REQUIRED FOR A
LLOYDS BROKER
Age 25-30. Good salary and prospects.
Contact John Northridge
on 01-626 9251

Anti-Trust Lawyer
Linklaters & Paines wish to recruit an additional lawyer to advise on all aspects of UK and EEC anti-trust law, with an opportunity to undertake general commercial legal work. The successful candidate (solicitor or barrister) is likely to have had at least two years' relevant post-qualification experience, and should be fully familiar with relevant procedures; an academic qualification in economics, whilst not essential, will be an advantage.
Salary and benefits, which will take into account age and experience, will be attractive.
Apply with full c.v. and quoting reference E1 to:
John Hamilton, Personnel Manager, Linklaters & Paines, Barrington House, 59/67 Gresham Street, LONDON EC2V 7JA.
LINKLATERS & PAINES

General Appointments

FRANCHISING EXECUTIVE

...culture required by leading brand distributor/agents for a range of goods for sale in the home and export markets. Successful applicants would have to be highly motivated and have the ability to develop brand confidence in others. The products offered are highly desirable in a ready market and are sold to a public which is virtually a household word. The successful candidate will be remunerated on a generous scale by way of both salary and commission. Two executives of equal seniority are required. One London based and one Yorkshire based. Applicants must state their preference.

For further information and to arrangements for an interview please telephone 0632 446454 or write to: PO Box No MT 10 Leeds LS17 8SD.

COMMERCIAL LAWYER

Richards, Butler & Co. have a vacancy in their Company Department for a Solicitor, qualified one to two years, wishing to specialise in the field of commercial agreements, intellectual property and competition law.

The work mainly involves servicing

experience and qualifications.

**Please write with full curriculum vitae
to S. T. Sayer**

**RICHARDS, BUTLER & CO.
CLIFTON STREET, LONDON EC2A 4DQ.**

S J BERWIN & CO

COMMERCIAL LAWYERS

We are looking for Solicitors with at least 2 years' post qualification City experience to join our expanding company and commercial department and undertake substantial and challenging work in their specialist fields.

Please apply with full CV to:-

D. T. D. Harrel,
S. J. Bunting & Co.

J.P. COLLINS & Co.
Maidenhead, Berks

ntly require an enthusiastic and industrious
itor, preferably with 8/10 years' posi-
fication experience, versatile in commercial
residential conveyancing, including
development work.

* Salary approx. £15,000 per annum

LEGAL ADVISER
Head office of a multinational energy corporation based in London seeks an energetic and amenable Solicitor or to advise in-house on the day to day problems associated with trading and tanker chartering and to conduct a substantial amount of commercial and shipping litigation both in London and abroad. The successful candidate will be responsible for all administrative work, possibly leading to Company Secretaryship to be involved.
If of company experience would be a considerable asset as would fluency in at least one west European language. Remuneration will be around £15,000 per annum plus commission dependent on the ability and experience of the successful candidate.
For consideration send your CV to Mr E. J. Heath, 23 St. Maidenhead, Berks SL6 1NE.

Company / Commercial

have been appointed by a leading City practice to introduce a young Solicitor of good pedigree. It is attractive that he/she can demonstrate significant experience gained through a professional corporate law involvement. The salary for this demanding is entirely negotiable depending on the expertise offered.

For first instance, Personnel Appointments Legal, 01-242-1281 (with answer service after business hours).

Regional Health Authorities

must be required in the Litigation Section of the Authority's Legal Division and by against Health Authorities in the Region. The work is personal injury work including medico-legal claims.

Applicants must be members of the Institute of Legal Executives or be otherwise qualified and experienced.

For terms and further details from Regional Personnel Officer, Oldfield 810 37th quoting reference MP22.

7429 20661 and 319. Closing date 31st May, 1983.

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